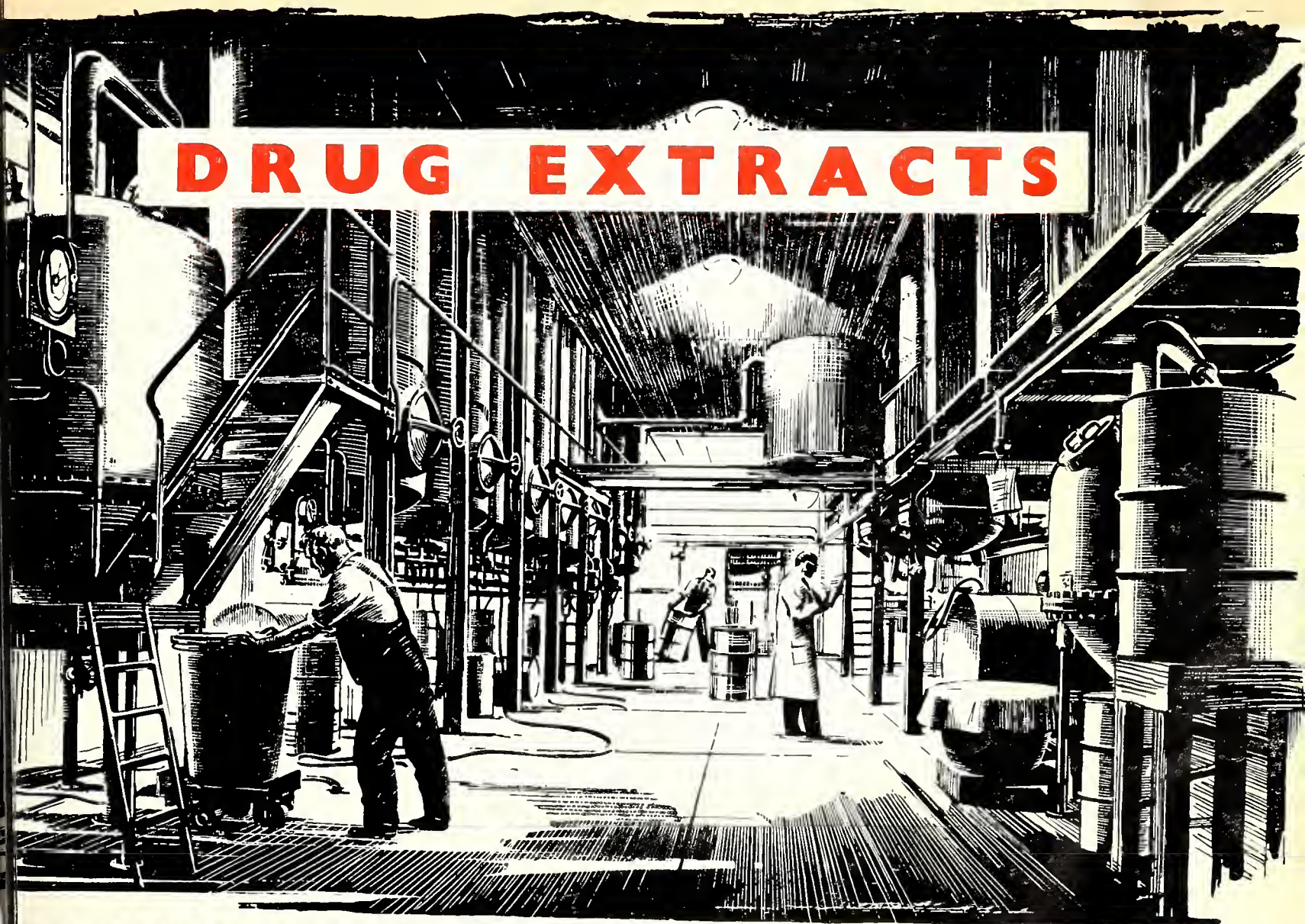


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For Retailer, Wholesaler and Manufacturer

SEPTEMBER 16, 1961

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Stafford Allen & Sons offer the longest experience in the preparation of fine medicinal extracts. Our high vacuum concentration process ensures full therapeutic activity. We manufacture liquid, granulated, powdered and standardized extracts: also concentrated extracts for the preparation of tinctures, infusions, liquid extracts, ointments, confections, etc., etc.

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TAS/AL/437


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*Gent's Hairdressers & Tobacconists*

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SHEFFIELD · 1

TELEPHONE 22571

THE MOST LUXURIOUS  
and HYGIENIC SALOONS  
in the CITY . . . .



MEMBER OF THE ABOVE

Dear Sirs,

Once again I have to repeat my order for Jochem's (1 dozen). Would you please, for the record, let me know how many dozen bottles of this amazing Preparation I have sold over the past six years or more? At times I have even had to purchase odd bottles from the wholesalers to meet my demands. This record proves, I'm sure, the results my clients are getting from Jochem's Hormone Preparation.

Thanking you,

*A. Hields*

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We often get letters like this telling of the success of Jochem's Hormone Preparation, the amazing Dutch product which revitalizes the hair and stimulates new growth. Mr. Hields has had 384 bottles since 1957, and that's without those he bought from wholesalers. Countless hairdressers testify to the results their clients have obtained by the use of this truly remarkable preparation. Available from all wholesalers. Fully detailed literature gladly sent on receipt of a post card.

# Jochem's

## Wonderful Dutch HAIR PREPARATION

**PRICES:** Single bottles 9/8d. (plus P.T.)  
12 bottles £5. 10. 0. (plus £3. 3. 10. P.T.)  
To retail at £1 (including P.T.) per bottle

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# LOOK!

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# 24 HOURS

#### STANDARD YARN STOCKINGS LASTOYARN

Standard elastic yarn, cotton or nylon stockings are made of the finest elastic yarn with Nylon Helanca Tops and Heels for comfort and long wear. Lastoyarn are in standard sizes or made to measure.

#### LIGHTWEIGHT YARN STOCKINGS LASTOFINE

The lightweight elastic yarn stockings for the customer whose leg condition does not warrant the standard stocking. Lastofine are in foot sizes.

### MADE TO MEASURE SUPPLIED IN

# 3-5 DAYS

#### STANDARD ELASTIC NET STOCKINGS LASTONET

These cool, firm, comforting elastic net stockings are made to measure, providing maximum support for Varicose Veins.

#### LIGHTWEIGHT ELASTIC NET STOCKINGS LASTOSHEER

The very latest, finest, lightweight nylon elastic net stockings for customers whose leg condition does not warrant the standard elastic net stockings.

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<b>ANGLIA</b>	Oct. 5th	Oct. 10th	Oct. 17th	Oct. 24th	

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ALL IN THIS COUPON TO ORDER THE EXTRA STOCK YOU'LL NEED—ATTACH  
TO YOUR LETTERHEAD OR BUSINESS ADDRESS AND—MAIL IT NOW!**

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Please send me the following stock  
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..... CASES OF 24 HANDY TINS

..... CASES OF 3 LARGE ECONOMY TINS

..... CASES OF 8 HOUSEHOLD TINS

..... CASES OF 2 BULK TINS

I ATTACH MY LETTERHEAD/BUSINESS ADDRESS..... SIGNED

# An Apology

Owing to the unprecedented demand for

## LOBIDAN

Messrs. **UNI-PHARMA LTD.** very much regret that they have been unable to satisfy all orders received. They are making every effort to meet outstanding commitments, and trust that the supply position and present temporary packing will revert to normal before the end of the month. They ask for the forbearance of their customers in the meanwhile.

**UNI-PHARMA LTD.**, 229 Shaftesbury Avenue, London, W.C.2

### HARDWOOD APPLICATORS

100 boxes and over 3/2 per box, 50 to 99 boxes 3/6 per box, under 50 boxes 4/- per box. Standard pack, 6 gross to a box

**IMMEDIATE DELIVERY** FROM LONDON STOCKS

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LOWEST PRICES SINCE THE WAR

Size 6 in. x 1/4 in. x 2 mm. thick, Prime Hardwood perfectly finished

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## Malt and Cod Liver Oil

*With the flavour that CANNOT be copied*

We are the premier firm supplying  
Chemists "own name" packs

### IMPORTANT

Make sure of your stocks  
against the possibility of  
severe Winter epidemics.

JEFFREYS, MILLER & COMPANY LIMITED, LEYLAND MILLS WIGAN

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æsthetic  
and reliable  
family planning  
preparations

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TRADE MARK

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VOLPAR PASTE .. .. .	2/-	3/-
VOLPAR GELS .. .. .	2/-	3/-
VOLPAR FOAMING TABLETS .. .. .	2/-	3/-
VOLPAR PASTE AND APPLICATOR	4 4	6 6



THE BRITISH DRUG HOUSES LTD. LONDON N.1

# NOW

## BIG PASTILLE & LOZENGE BONUS FOR YOU!



*Smith Kendon* offer:

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Benoids  
Black Currant and Glycerine  
Black Currant Iodised Throat  
Bronchial

##### CATARRH

Cherry Bark  
Children's Cough  
Eucalyptus and Menthol

#### Folks

##### GEEPS

Gee's Linctus B.P.C. P.I.  
Glycerine & Thymol Cryst/Clear  
Honey Glycerine & Lemon  
Hospital Antiseptic  
Linseed Liq. and Chlorodyne  
Notoids  
Red Gum and Menthol

#### LOZENGES

Altoids  
Compound Bismuth B.P.C.  
Brompton Hospital (Black)  
Bronchial "Anti-Fog"  
Iodised Throat  
Linseed Liq. and Chlorodyne  
Magnoids

1 gross assorted 6/- per gross = **6/- Bonus**  
2 gross assorted 8/- per gross = **16/- Bonus**  
3 gross assorted 12/- per gross = **36/- Bonus**  
5 gross assorted 12/6 per gross = **62/6 Bonus**

### 2. THIRTEEN TO THE DOZEN

When Geeps are included in an assorted order this product carries an additional Bonus of 13 to the dozen.

### 3. FOURTEEN TO THE DOZEN

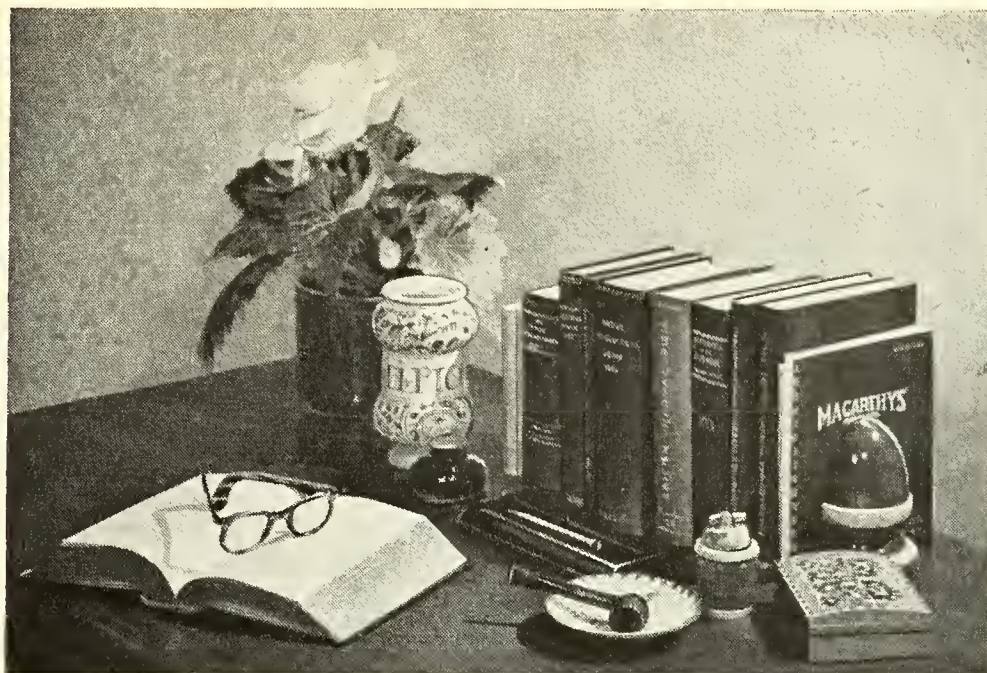
When Geeps, Anseps and Catarrh Pastilles are included in an assorted order they will carry a special Bonus of 14 to the dozen.

In addition, our retail monthly discount of 7½% will also apply. This Bonus offer, which applies to the Retail Trade only, ends on 31st October, 1961.

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By post: Smith Kendon Limited, 132 Borough High Street, S.E.1.

By telephone: HOP 0707



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#### SEMI-PERMANENT HAIR COLORS

No skin test

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- \* Wonderful range—over thirty colors, including latest fashion shades



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You get: 4/1 per bottle  
Your profit: 1/3  
on every bottle of  
quick-selling Hair Magic

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—superbly packed

**SOLUBLE COMPOUND  
CODEINE, B.P.**

24's in foil. Also in tubes of 20

**PARACETAMOL**

12's in clear foil, and in bottles of 25 (C.O.B.)

**SOLUBLE ASPIRIN, B.P.**

24's in foil. Also in bottles of 30 and 100 (C.O.B.)

May we send you samples and trade prices?

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BRIGHTON • ENGLAND**

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### A NON-ACID, NON-ALKALINE SOAP OF EXCEPTIONAL PURITY

Famous NEUTROGENA is as neutral as pure water and completely free from acid and alkali content. Unlike soaps made to appeal only to the beauty-conscious woman or to those with skin problems, NEUTROGENA meets the demands of both in a way which makes it more in demand than ever. NEUTROGENA is widely advertised. It has been approved repeatedly in reviews in the accepted medical journals. It has won the enthusiasm of many experts writing in women's journals. NEUTROGENA is a wonderful soap, the price of which does nothing to deter its growing sales. NEUTROGENA carries unusually generous margins and inevitably, it goes on creating more and more business.

NEUTROGENA Soap may be prescribed on EC10 (see B.M.J. supplement September 1960).  
Retail Price per tablet ... **4/7d.**

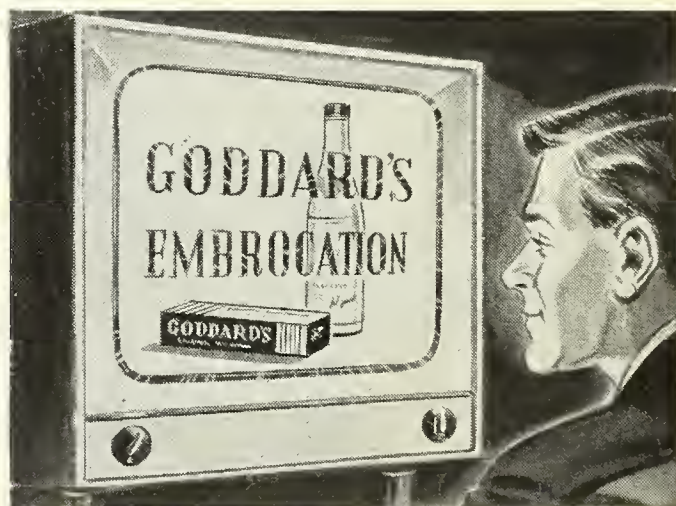
31/- per dozen Trade + 25% P.T. + 10% surcharge

Also available—NEUTROGENA Hair Shampoo—  
1/0½d per sachet; 3/6½d and 6/7 per bottle, retail

FROM YOUR USUAL WHOLESALER OR DIRECT

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Order now from your Wholesaler or from: J. G. Goddard & Co. Ltd.,  
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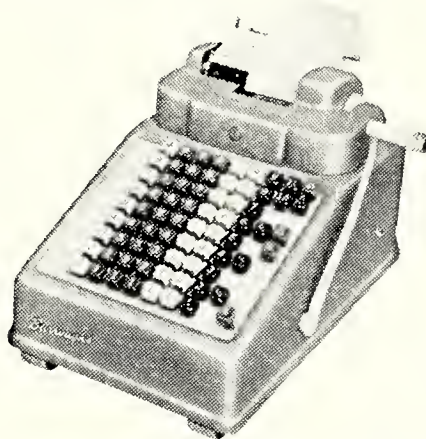
# PROBLEM *How to be sure of the right adding machine?*

# SOLVED *There's a **BURROUGHS** adder for every job in your business*

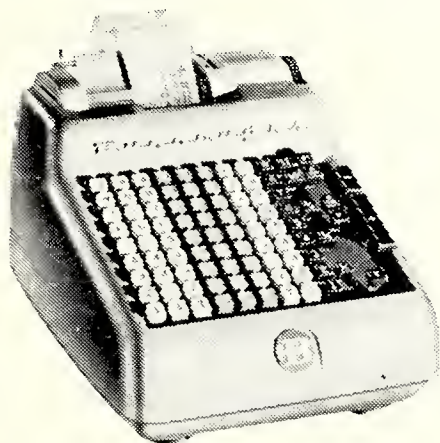
*Here's part of the **BURROUGHS** range—precision-engineered adding machines with a variety of special features for the functions you require, at the price you want to pay. Burroughs will do your figurework in less time, with less effort, at less cost.*



**Simplest ever!** The addition of the Burroughs 12-Key offers the user the best of both worlds. For those who prefer this type of keyboard, there is a choice of five models, electrically operated and in attractive colours. Prices from £69.



**Low cost!** Burroughs Thriftline series is economical in price. These are the ideal machines for shops and smaller businesses. Hand or electric operation. Wide range of capacities. Prices from £29.



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**Versatility!** Burroughs Director 400 gives you a systems machine of great versatility. Automatic shuttle listing, quantity and value listing simultaneously, analysis, two registers, large capacity. Prices from £199.



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H.M. The Queen  
Manufacturers and  
Suppliers of  
Adding Machines

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Burroughs Machines Limited, 356-366 Oxford Street, London W.1. Telephone: HYDe Park 9861  
Accounting Sales and Service facilities from 56 centres in Great Britain and Eire. Factories at Strathleven and Cumbernauld, Scotland

# Here's why they'll all go

# EKCO

## 'WARM-GLOW'

### ELECTRIC BLANKET

# this winter!

**NEW 'Million Bend Tested' corrosion proof element**

**NEW 'Tunnel' construction**

**NEW Dormy material!**

**PLUS 3 YEAR GUARANTEE!**

**Electric Blanket Buying?**  
You should insist on **'WARM-GLOW'** with new **MILLION BEND TESTED Element!**

**NEW EXCLUSIVE MILLION BEND TESTED ELEMENT!**  
Tests show the Ekco warming element can be bent over 1,000,000 times without breaking. It's passed electric, mechanical, and abrasion tests. It's the most reliable for everyone - even children and older people.

**EXTRA LENGTH ELEMENT - ALL OVER WARMTH!**  
Ekco's warming element is very long - giving you a lot of heat - a blanket with no hot spots and no cold spots.

**AUTOMATIC WARMTH CHOICE EKCO STAT!**  
Turning dial of the extra illuminated Ekco Stat will set warmth you like. It keeps the warming element at only the temperature you want. It's a human thermostat. The Ekco Stat can be set to keep you warm - or cool - for the whole night. It's for only 30p more than the ordinary blanket.

**SEE IN THE DARK!**  
Another Ekco Stat - with a glow-in-the-dark element - gives you a soft glow in the dark.

**Guarantee!**  
**'WARM-GLOW'** Electric Blankets from **EKCO** Everything for Every Winter.

MADE BY LONDON ECI

## NATIONAL PRESS ADVERTISING

with a combined readership of over

# 27,000,000

*Daily Mirror* (readership 14 million) on.....Oct. 27, Nov. 17, Dec. 8

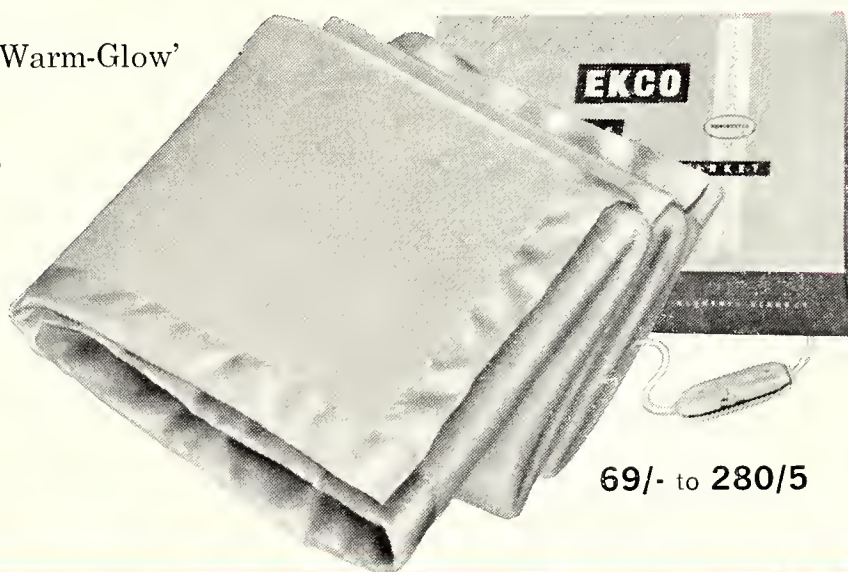
*Daily Express* (readership over 13 million) on.....Nov. 17

**PLUS** THE POWERFUL SELLING SUPPORT OF  
TV ADVERTISING—SALES AIDS—  
COLOURFUL LITERATURE—DISPLAYS, ETC

This *big* publicity all adds up to  
*big* sales of Ekco Blankets.  
Good sales too, because Ekco 'Warm-Glow'  
electric blankets are  
the most reliable you can sell.

STOCK

# EKCO



69/- to 280/5

# 'WARM-GLOW'

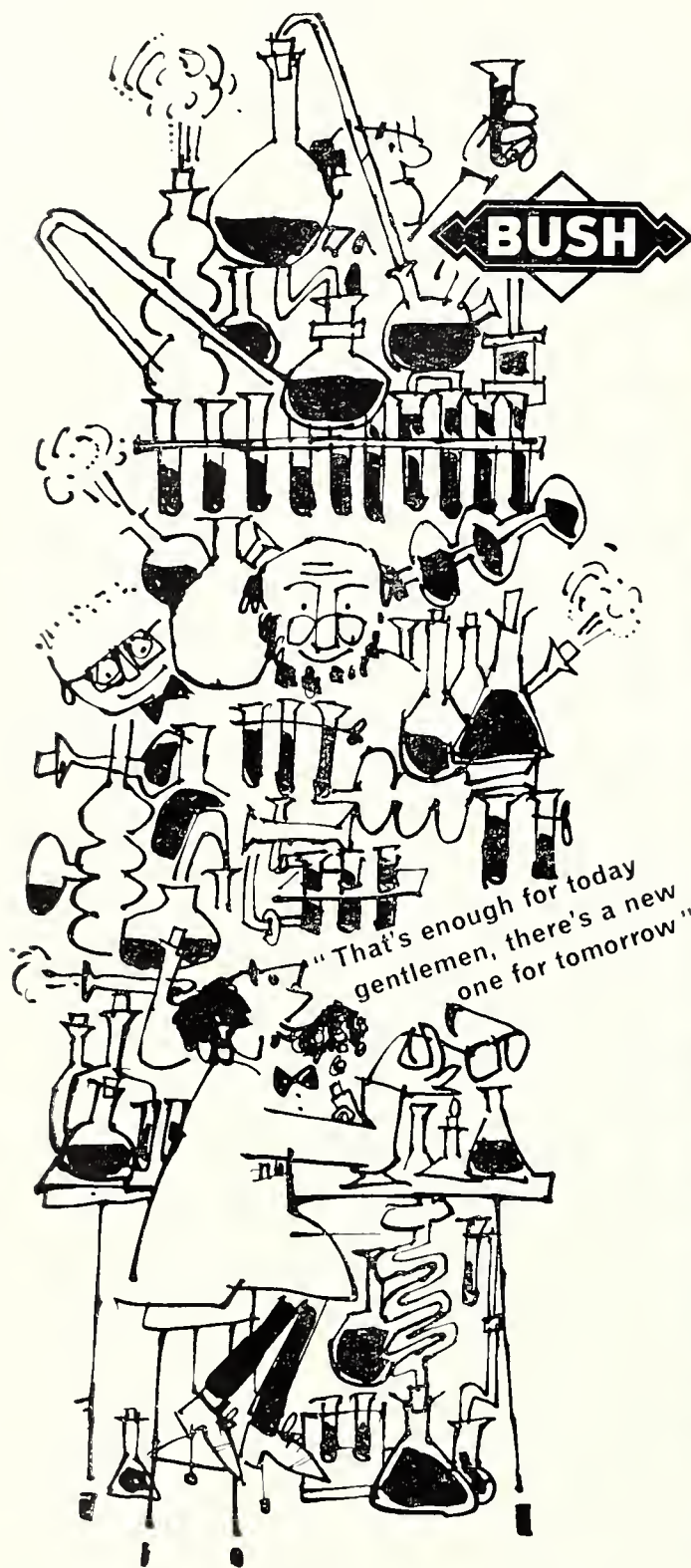
## NOW!

**ELECTRIC BLANKETS**  
In a range that's right for everyone

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DEPOTS AT WEMBLEY · BIRMINGHAM · BRISTOL · GLASGOW · MANCHESTER · BELFAST



***If it comes from Toluene  
— ask Bush***

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LONDON E8 · ENGLAND · CLissold 1234

**For conditions  
associated with  
BLOOD PRESSURE**

## **DETENSYL**

**The Vegeto - Polyhormonic  
Hypotensor which lowers  
arterial tension**

DETENSYL is another of the M.B.L. preparations which has been accepted by doctors in many countries. In various indications associated with blood pressure, regular administration restores normality. A small periodic dosage is recommended for maintenance.

DETENSYL contains mistletoe, liver, pancreas and lung substances. More than a palliative, it re-educates the endocrine glands, allowing them to resume their regulation of the arterial tension.

### **INDICATIONS**

Conditions frequently associated with blood pressure, such as Menopausal Disturbances, Arteriosclerosis, Sclerosis of the Kidneys, Persistent Cephalgia, Arthritis and Auditory and Ocular Troubles, respond to DETENSYL therapy and almost inevitably disappear with the lowering of arterial tension.



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LABORATORIES LTD**

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CARGREEN ROAD, LONDON, S.E.25

PB37

DON'T  
GET  
STUCK  
-UP



GET **Tickoplly**

GREATEST LABELLING  
ADVANCE SINCE FINGERS  
WERE FIRST GUMMED-UP

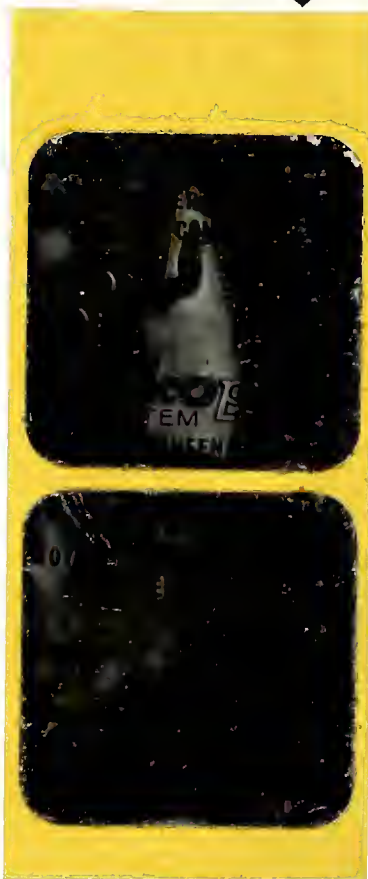
FOR  
TODAY'S  
SMARTEST  
LABELLING

THE  
FIRST  
COMPLETE  
**ALL-IN-ONE**  
SELF  
ADHESIVE  
LABELLING  
SYSTEM

clean  
easy  
quick  
economical  
efficient



*look into  
this*



Seen how cleanly you shaved  
this morning?

Seen what a clean, conspicuous  
label this makes?

It's a sample of silver metallised  
cellulose acetate.

**JUST ONE**

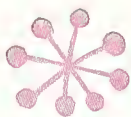
of a full range of labels, window-  
stickers, etc., by Tickoply—the  
name that means today's smartest  
self-adhesive labelling.

**TAKE ONE OFF**

and press it to any firm surface—  
see how it sticks and sticks!

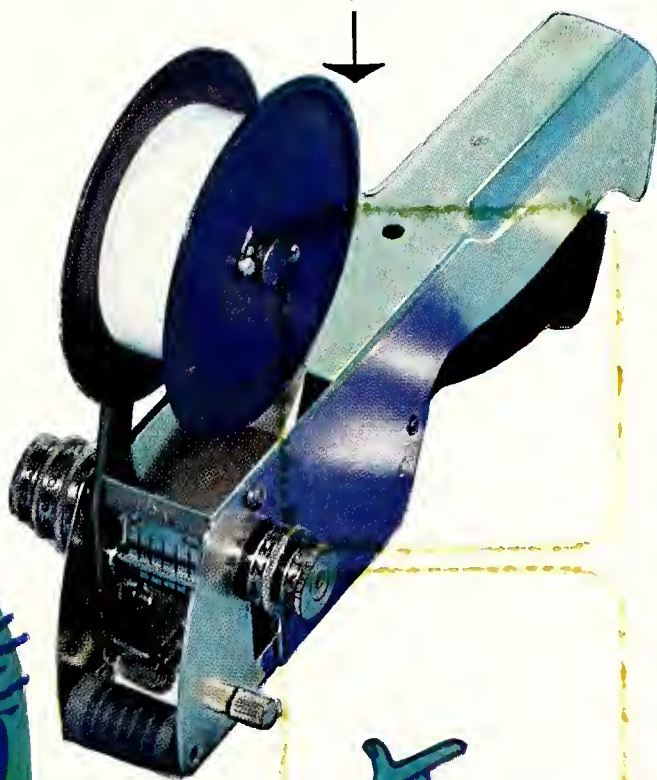
**APPLY THE OTHER TO YOUR  
LETTER-PAPER**

and mail to us today.



**SELF ADHESIVE LABELLING**

apply labels  
with  
this



It's called a 'MINI'.  
It's the fantastic new 'baby' of a  
**FULL RANGE**  
of manual and electrically-  
controlled dispensers, applicators  
and overprinters by *Tickoply*—  
the name that means today's  
smartest self-adhesive labelling.

### SEE HOW IT WORKS



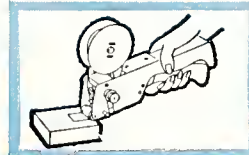
#### 1 PRINT

You squeeze  
the grip—the  
ticket is  
printed.



#### 2 DISPENSE

You release  
the grip—the  
printed ticket  
is released for  
sticking on.



#### 3 APPLY

You apply the  
'gun' to the  
object's flat  
surface and  
pull down—  
PRESTO!

NOW  
TURN  
OVER



**Tickoply Self-Adhesive Labels**  
**Tickoply Dispensers**  
**Tickoply Applicators**  
**Tickoply Overprinters**

**Tickoply**

TICKOPLY DIVISION, TICKOPRES LTD.,  
Head Office: 7-8 Old Bailey, London E.C.4.  
Telephone: CITY 5373/6

*Comes of age with this →*



## THIS **FREE** <sup>toy</sup> DISPENSER CAN BE YOURS

either by playing the label game over-page or by completing and sending us the form below. This toy dispenser, loaded with self-adhesive labels, will give you a practical introduction to the

### **Tickoply** SYSTEM

—absolutely the first, last and *only* word for miles and miles of the best labels . . . blank or ready-printed, mirror-glazed, gold foil, silver foil, day-glo, that will stay put or will remove easily, that can replace metal plates or will stick on fabrics . . . dispensed with blissful ease from the extensive range of *Tickoply* dispensers, applicators and overprinters.

## FILL THIS SPACE YOURSELF

and post it **TODAY**

Please send **FREE** toy dispenser and full details of the **COMPLETE TICKOPLY SYSTEM**

Name .....

Type of business .....

Address .....

.....

To: **TICKOPLY DIVISION, TICKOPRES LTD.,**

Head Office: 7-8 Old Bailey, London E.C.4.

Telephone: **CITY 5373/6**



Designed by  
Tickopres  
by Sells Limited  
London, W  
and pr  
in Englon  
Geo. Gibbon

# SPECIAL OFFERS!

**FENOX**  
NASAL DROPS  
**STREPSILS**  
ANTISEPTIC LOZENGES  
**SEPTEMBER 1st**  
**—OCTOBER 7th**

From September 1st until October 7th, 1961, combined or separate orders for Fenox and Strepsils will be charged at special rates.

## RATES

**A** 12 for the price of 10  
Fenox **16/8** doz.  
Strepsils **13/11** doz.

**B** 12 for the price of 11.  
Fenox **18/4** doz.  
Strepsils **15/3** doz.

**FENOX NASAL SPRAY, TOO!** During this Special Offer period, Fenox Nasal Spray can be supplied at the rate of 12 for the price of 11. (**22/- doz.**) (minimum order one dozen).

**TAKE ADVANTAGE OF THESE SPECIAL OFFERS—**

## ORDER NOW

**FROM YOUR USUAL WHOLESALER**

### COMBINED EQUAL QUANTITIES

Orders for *equal quantities* of Fenox and Strepsils (minimum order, 3 dozen of each) delivered together will be charged at the rate of 12 for the price of 10.

*Example:* 6 doz. Fenox and 6 doz. Strepsils—both at RATE A.

### COMBINED UNEQUAL QUANTITIES

Additional quantities of either product may be included for supply at the rate of 12 for the price of 11.

*Example:* 9 doz. Fenox and 6 doz. Strepsils—6 doz. of each at RATE A and the 3 doz. additional Fenox at RATE B.

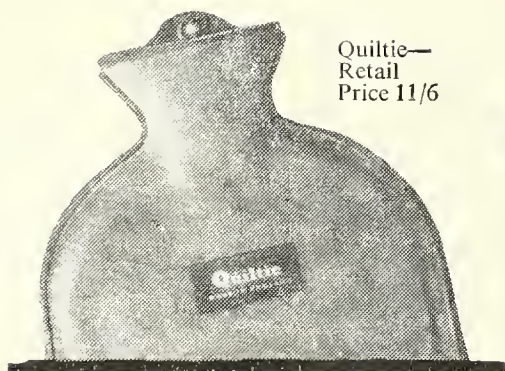
### SEPARATE ORDERS

Either product (minimum order, 3 dozen) may be ordered alone during this period for supply at the rate of 12 for the price of 11.  
*Example:* 6 doz. Fenox alone or 6 doz. Strepsils alone—either will be charged at RATE B.

*Remember—there's no limit to the quantities you can order.*



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or 71 FLEET STREET • LONDON E.C.4 • Tel: FLEet Street 0111



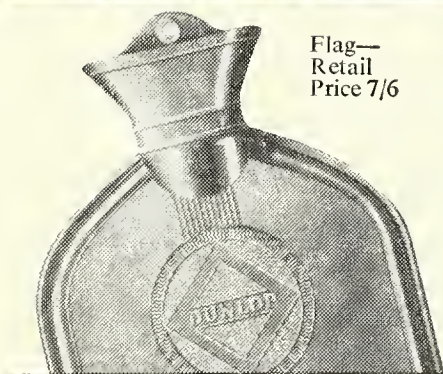
Quiltie—  
Retail  
Price 11/6

# 16 Family

Here they are—no less than 16 Dunlop bottles for you and your customers to pick from! And note the two newcomers: a beauty called “Wigwam” for the nursery collection—and a deep fluted, wide necked addition to the grown-up range called “Cosiline”. In colours, shapes and prices to please all comers, Dunlop bottle sales will undoubtedly rocket higher than ever this autumn. You’ll be wise to stock up well, especially as our *National Advertising* is going to include the 8-million circulation “Radio Times” and other large circulation publications. From your usual wholesaler.



Maxfort—  
Retail  
Price 12/6



Flag—  
Retail  
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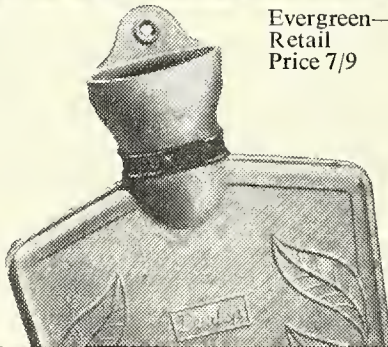
Fabric  
Insertion  
Retail  
Price 9/11



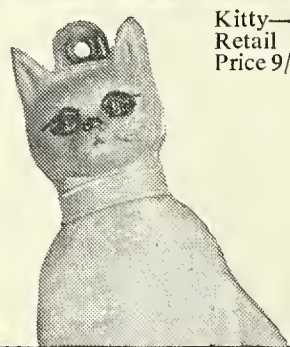
Red Riding  
Hood—  
Retail  
Price 11/6



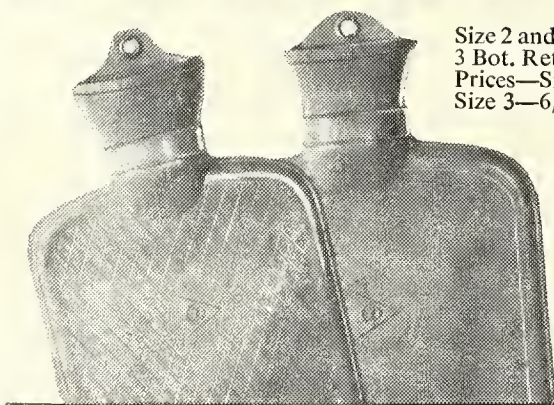
Renown—  
Retail  
Price 7/9



Evergreen—  
Retail  
Price 7/9



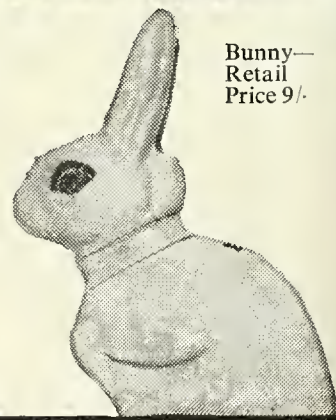
Kitty—  
Retail  
Price 9/-



Size 2 and Size  
3 Bot. Retail  
Prices—Size 2—6/3  
Size 3—6/10



Doggie—  
Retail  
Price 9/-



Bunny—  
Retail  
Price 9/-

# Favourites!

## by DUNLOP

**NEW**

Dunlop "WIGWAM". Gaily printed with heap, plenty, big chiefs. Order a good supply—the news will spread among the kiddies like a prairie fire! Choice of blue, pink or yellow. To sell at 9/6.



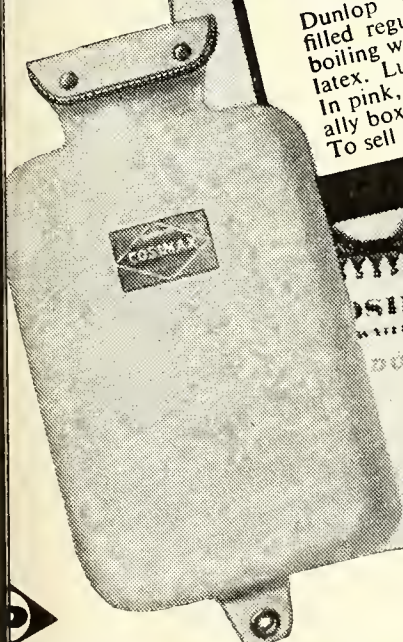
**NEW**

Dunlop "COSILINE". Has a new deep fluting to spread gentle warmth. Rather wider neck makes filling easy. Choice of red, blue or green. Will be a big hit in the lower half of the price range. To sell at 8/6.



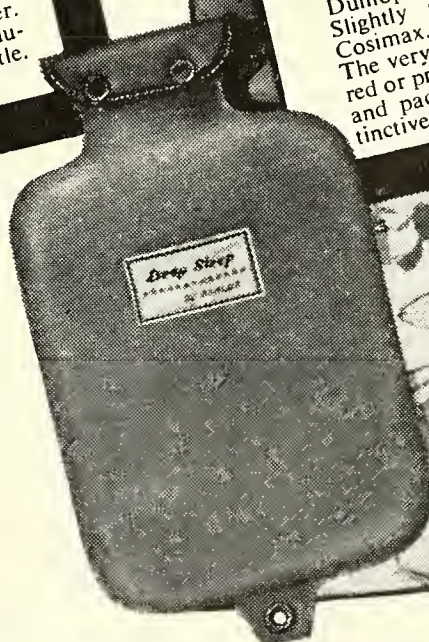
**De Luxe**

Dunlop "COSIMAX". Can be filled regularly and safely with boiling water. Made of seamless latex. Luxurious velvety cover. In pink, blue or beige. Individually boxed. A beauty of a bottle. To sell at 32/6.



**De Luxe**

Dunlop "DEEP SLEEP". Slightly smaller than the Cosimax, but similarly made. The very height of luxury in red or primrose velvety cover and packed in its own distinctive box. To sell at 27/6.



*Mimosept* advertising

NOW  
THEY  
KNOW.

HOW  
THEY'LL

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*A New Luxury  
in Sani-Protection.*



starts in *WOMAN'S OWN*  
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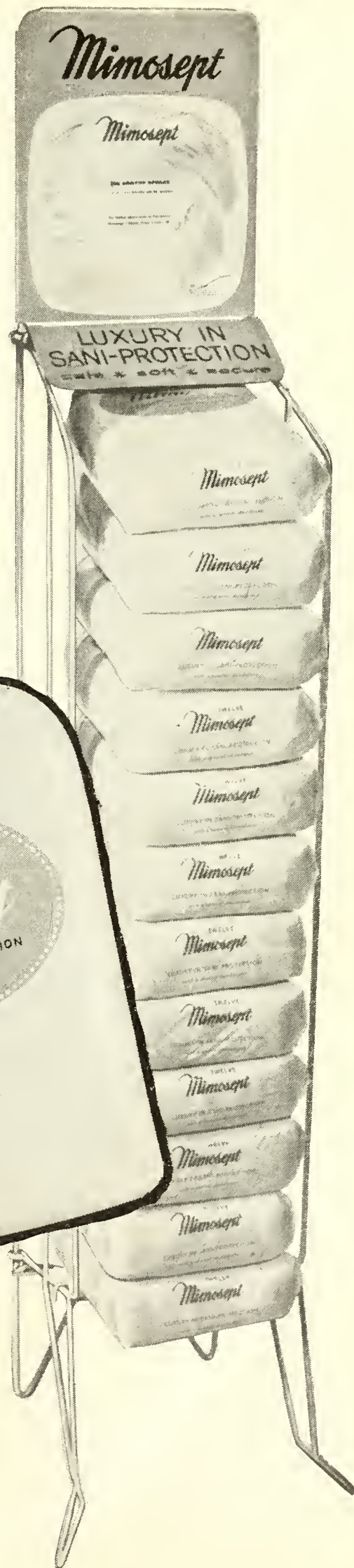
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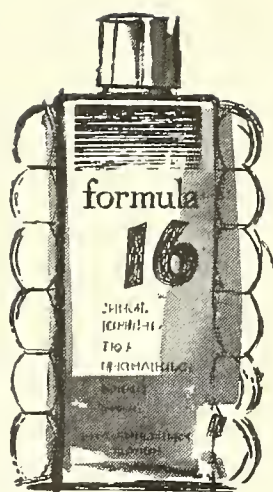


Retail Price

**2/6 for 12**

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- \* Every greying or grey-haired man or woman coming into your shop is a potential customer for FORMULA 16.
- \* Thousands of satisfied users prove FORMULA 16 brings natural-looking colour back to grey or greying hair.
- \* Every bottle of FORMULA 16 you sell represents a profit of 6/6d. Retail price 26/7d. incl. Tax.
- \* Advertised regularly throughout 1961 in National Dailies, and National High Readership magazines.

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sell, make bigger profits  
with **formula 16**

ORDER NOW FROM YOUR USUAL WHOLESALER.

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for  
**balanced control**  
**in the hypertensive**

**patient**

**SOUND BASIC THERAPY** This new and unique combination of reserpine and bendrofluazide provides a smooth and sustained hypotensive effect. In severe cases, Abicol Tablets also potentiate the effects of ganglion-blocking agents, enabling lower doses to be used.

**REDUCED SIDE EFFECTS** Bendrofluazide augments the action of reserpine, permitting effective treatment with negligible risk of serious side-reactions.

Each tablet contains 0.15 mg. of reserpine and 2.5 mg. of bendrofluazide. Available in packs of 100 and 500 tablets.

The basic N.H.S. price of 25 tablets is 3/2½d (ex. 500 pack).

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**Chemists are proving that  
you can increase your sales  
of cotton wool !**



### **Display brings sales !**

No finer packs in their own class than Macdonald's Household Cotton Wool. Bold, modern design. Three assorted colours (red, purple and turquoise). Heat-sealed film wrapping. Everything a good pack should have. No wonder it has received such a welcome from the chemist !

### **Macdonald's Household Cotton Wool offers these Profit Making Terms**

**Trade Price : 12/- a doz. (best terms)**

**Retail Price : 1/6 each gives 33 1/3 % on returns.**

This pack also qualifies for normal dressings annual or parcel discounts.

**Macdonald & Son Limited\***

PORTLAND MILL, ASHTON-UNDER-LYNE, LANC'S  
25 HOLYWELL ROW, LONDON, E.C.2



\* Makers of Certor Surgical Dressings.



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland*

Volume 176

September 16, 1961

No. 4257

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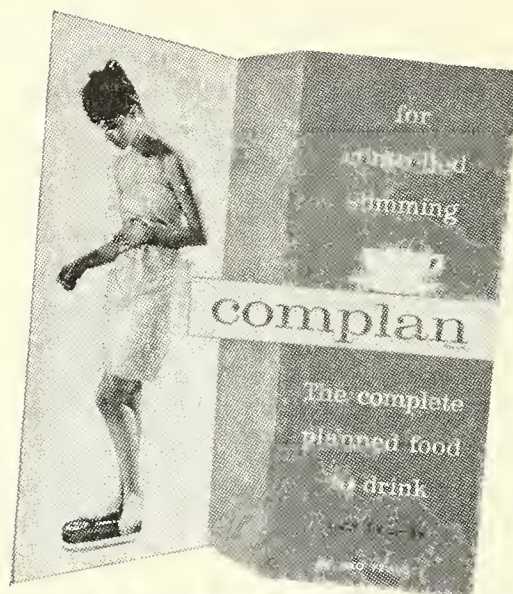
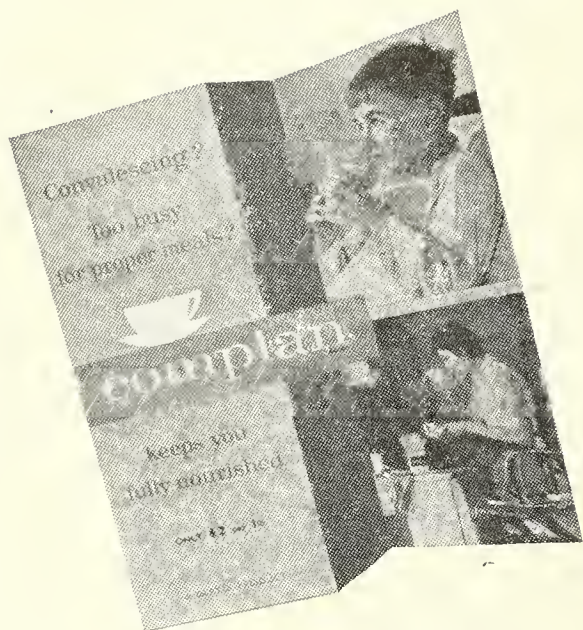


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## ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.



## NEW DISPLAY AIDS FOR

# complan

Trade Mark

Many chemists will have seen the new display material for COMPLAN, the complete planned food made by Glaxo Laboratories. COMPLAN has already established for itself a place in the home and many different types of people have come to rely on this nutritious simple-to-prepare food.

Of particular interest is the current popularity of COMPLAN for those who need or wish to lose weight by diet control. For this purpose COMPLAN is ideal.

One cup provides a well-balanced meal with all the constituents essential to good health with no unnecessary fattening ingredients. For those of your customers who are interested, the new colourful booklet *controlled slimming with Complan* contains a great deal of information, including many recipes and menus. A full day's supply of COMPLAN costs only 2/1d which certainly makes it by far the most economical slimming food.

Display material including supplies of the two new booklets illustrated—*controlled slimming* and *using Complan in the home*—may be obtained direct from Glaxo Laboratories, Greenford, Middlesex.



GLAXO LABORATORIES LIMITED

# The CHEMIST AND DRUGGIST

Volume 176

SEPTEMBER 16, 1961

No. 4257

## Discussions with the Ministry SECRETARY MEETS CONTRACTORS

MEMBERS of the Central N.H.S. (Chemist Contractors) Committee met Sir Bruce Fraser (permanent secretary to the Ministry of Health) at the Ministry on September 12, in order to discuss with him the claim lodged with the Ministry two months ago for, among other items, a professional fee of 2s. per prescription.

The deputation comprised Messrs. George Graham (chairman of the Committee), Albert Howells (chairman, National Pharmaceutical Union), Joseph Wright (secretary, Central N.H.S. Committee), Donald Sparshott (a representative of the company chemists' contractors' committee) and Griff David representing the pharmacists of Wales). "We believe," said Mr. Graham, after the interview, "that, as a result of today's discussions, the Ministry is now much better informed of the true feelings of pharmacists in relation to the National Health Service. I am hopeful that, with goodwill and understanding on both sides, there will be no fundamental clash in this matter. At extremely well attended meetings in every county of England and Wales pharmacists have pledged their wholehearted support for my committee in its effort to make the Ministry admit the justice and equity of our claim. They feel it is impossible to expect professional people to give their services... at rates not accepted by any artisan."

### Drugs by Imposture

#### FALSE NAMES USED AT SURGERIES

DESCRIBED as "short, slim-built, surly looking and rather jittery," a man in his early twenties has been visiting

doctors' surgeries in South London during recent months trying to obtain prescriptions for Drinamyl tablets. Giving an address in Rothschild Street, London, S.E.27, he has on three occasions succeeded by pretending he was a newcomer to the area. So far he has used three names during his efforts.—*Hicks, James and Reece.*

### pH Scale

#### A NEW BRITISH STANDARD

A REVISED British Standard (B.S. 1647: 1961. Specification for pH Scale) has been issued by the British Standards Institution, 2 Park Street, London, W.1. In B.S. 1647, first published in 1950, the plan adopted was to define the difference in pH between two solutions in terms of a specified electrometric measurement and to complete the definition by assigning a value of pH at each temperature to one chosen solution (termed the primary standard). The definition applied to aqueous solutions within certain limits of temperature, and was intended to ensure that, when different workers referred to a stated measured value of pH, they meant the same thing within  $\pm 0.005$ . No basic change has been made in revising that British Standard, but the range of temperature covered has been extended.

**COMPLETE WITH MILK:** To sustain herself when she swam the English Channel recently in 15 hours 8 minutes, seventeen-year-old student Margaret White, Leigh-on-Sea, Essex, took Complian mixed with hot milk, handed to her in cartons from her pilot boat. She had proved its value on a previous occasion, the British Long Distance Swimming Association's Tor Bay championship in July, when she took it before, during and after the events, and finished second out of four competitors in the women's section.



## CONFERENCE TIMETABLE

THE following is the programme of events arranged for the British Pharmaceutical Conference meeting at Portsmouth, September 18-22. Times of morning events are given in light, afternoon events in heavy types:

### Monday

- 10.00 At the Theatre, South Parade Pier. Morning coffee.
- 10.45 At the Theatre, South Parade Pier. Opening session and address by the Conference chairman.
- 2.15 At the Theatre, South Parade Pier. Science session.
- 2.30 Ladies' Excursion: Portsmouth harbour.
- 8.00 for 8.30 At the Guildhall. Civic reception and dance.

### Tuesday

- 9.00 Ladies' excursion, Meon valley and Winchester.
- 9.30 At the Theatre, South Parade Pier. Professional session.
- 9.30 At the Guildhall. Science session.
- 2.15 At the Theatre, South Parade Pier. Science session.
- 2.15 Ladies' excursions: (a) H.M.S. Victory; (b) Portchester Castle.
- 6.45 for 7.30 At the Savoy Ballroom, South Parade. Conference banquet.

### Wednesday

- 9.30 At the Theatre, South Parade Pier. Conference lecture.
- 11.45 At the Savoy Restaurant, South Parade. Conference luncheon.
- 1.15 Conference excursion to Isle of Wight.

### Thursday

- 9.15 Ladies' excursion: Goodwood and Chichester.
- 9.30 At the Theatre, South Parade Pier. Symposium session.
- Afternoon: Sports.
- 8.00 At the Guildhall. Concert.

### Friday

- 9.30 At the Guildhall. Science session.
- 9.30 At the Theatre, South Parade Pier. Professional session.
- 9.30 Ladies' excursions (a) H.M.S. Victory; (b) Portchester Castle.
- 2.15 At the Guildhall. Science session.
- 3.45 At the Minor hall, South Parade Pier. Buffet tea.
- 4.30 At the Theatre, South Parade Pier. Closing session.
- 8.00 for 8.30 At the Guildhall. Conference ball.

## Hearing Aids

### GUIDANCE ON ADVERTISING AND USE

A LEAFLET on "The Advertising of Hearing Aids" has been prepared by the Advertising Association, 1 Bell Yard, London, W.C.2, to assist those responsible for the production or publication of advertisements for hearing aids in preventing the appearance of misleading or exaggerated claims. The leaflet is based on the "Code of Commercial Practice" for the hearing-aid industry issued by the Hearing Aid Manufacturers' and Suppliers' Association, and is the fourth in a series of Advertising Association leaflets offering guidance to all concerned in creating or publishing advertisements for the treatment or alleviation of illness or disability. The National Institute for the Deaf, 105 Gower Street, London, W.C.1, has issued a booklet "Hearing Aids" (price sixpence) intended for anyone who may be thinking of acquiring or changing a hearing aid or who may be having trouble with his present one. The booklet provides information on how an aid works, how to obtain one, and the services avail-

able from the Institute. The need for a deaf person to consult his doctor before purchase is emphasised, and it is pointed out that "Dealers are not doctors." Until the true medical cause of the deafness is known, the proper steps to relieve it cannot be taken. "Superficial examination or tests of hearing given by dealers in hearing aids are often worse than useless."

## Traders' Demands

### MOTIONS BEFORE A CONFERENCE

THE agenda of a trade conference of the National Chamber of Trade, which is being held at Porchester Hall, London, W.2, October 10-11, includes motions on manufacturers' guarantees and on shops legislation. A resolution from Barrow-in-Furness urges that, to protect the goodwill of the retailer and to ensure that the customer is "reasonably safeguarded as to the soundness and efficiency of articles purchased" pressure should be brought to bear upon manufacturers to ensure that their warranties provide for (a) the immediate repair or replacement of faulty goods returned by customers, (b) re-

fund to customer, and (c) any expense incurred in returning the articles. A motion from Rotherham requests the Chamber's board of management "to do its utmost" to secure the amendment of the Shops Act, 1950, so as to bring mobile shops within its scope.

## SCOTTISH NEWS

### Hospital Pharmacy

#### A SCOTTISH COMMITTEE OF INQUIRY

THE Scottish Standing Pharmaceutical Advisory Committee, which is appointed to advise the Secretary of State for Scotland on pharmaceutical aspects of the Health Service, has set up an *ad hoc* committee to inquire into pharmacy in the hospital service in Scotland. The members of the committee are:—J. Killoch Anderson, M.B., Ch.B. (medical superintendent, Glasgow Royal Infirmary); Miss A. J. Dick, M.P.S. (Raigmore Hospital, Inverness); Messrs. J. B. Grossett, M.P.S., D.B.A., Edinburgh; J. S. Ley, M.P.S., D.P.A. (Southern General Hospital, Glasgow); A. H. McCall, F.H.A., F.C.I.S. (secretary and treasurer, Board of Management for Edinburgh Central Hospitals); A. G. Macgregor, M.D., F.R.C.P.S., F.R.C.P., M.R.C.P. (professor of Therapeutics, Aberdeen University); G. H. Macmorran, Ph.D., F.P.S., D.B.A., Edinburgh; Miss E. A. Meikle, B.Pharm., F.P.S., Vale of Leven Hospital; Messrs. E. Scorgie (chairman, Dumfries and Galloway Hospitals Board of Management), and K. B. Stewart, M.P.S. (Royal Aberdeen Hospital for Sick Children).

The terms of reference of the committee are: "To inquire into the pharmaceutical services within the hospital service in the National Health Service in Scotland, and to make recommendations."

## IRISH NEWS

### Drugs for Congo

#### IRISH RED CROSS APPEAL

THE Irish Pharmaceutical and Medical Representatives' Association has circularised its members asking them to assist the Irish Red Cross Society in its appeal for urgently-needed drugs for the Congo. They suggest that each member approach his company and pharmacists, doctors and hospitals in their areas to request their co-operation. The College of Pharmacy, 18 Shrewsbury Road, Ballsbridge, Dublin, has been appointed as the collecting depôt, and people anxious to assist are asked to forward contributions of drugs to that address so that they may be duly forwarded to the centres requiring them.

## IRISH BREVITIES

### THE REPUBLIC

MR. P. J. Teehan, M.P.S.I., T.D., has been re-elected chairman of the General Council of County Councils. At the Council's annual meeting in Dublin on August 25 a motion was passed calling on the Government to increase the State subvention towards the provision of the health services from 50 per cent. to 75 per cent.

## AGRICULTURAL CHEMICALS

### New recommendations for safe use

THE Ministry of Agriculture has issued recommendations for safe use in Great Britain of fenchlorphos (2,4,5-trichlorophenyl phosphorothionate). Two sets of recommendations have been issued referring to agricultural and horticultural use, and veterinary uses. It is not considered necessary to include the compound in the Agriculture (Poisonous Substances) Regulations. In agriculture and horticulture its use should not present a hazard to operators provided they observe the following precautions which distributors are requested to put on their labels.

Wear rubber gloves and face-shield when using the concentrate.

If the skin or eyes are contaminated with concentrate, wash immediately and thoroughly. Avoid inhaling the spray mist.

Wash exposed parts of the body before eating, drinking or smoking and after spraying.

These precautions are particularly important if an operator has been using toxic organo-phosphorus compounds such as demeton, mevinphos, parathion and schradan, as harmful additive effects may arise.

A person who, as a result of using any organo-phosphorus compound, is under medical advice not to work with such chemicals should not use fenchlorphos.

The Ministry states that the use of fenchlorphos on a non-edible crop is acceptable, its use on any tree, bush, cane or plant which normally bears an edible crop is also acceptable provided it is applied before the flowers open or after all the crop has been harvested. Provided there is a minimum interval of six weeks between last application and harvesting, the use of fenchlorphos on sugar beet, mangolds and fodder beet should present no hazard to consumers. There is insufficient information on which to base recommendations for the safe use of this chemical on other edible crops. When issued as a fungicide distributors are requested to include the following precautions on their labels:—

Wear rubber gloves, boots and waterproof coat or bib apron when applying the treatment to farm stock.

Direct the nozzle away from the body when spraying.

Avoid working in spray mist.

Wash splashes from the skin or eyes immediately.

Wash exposed skin before meals, after work.

These precautions are particularly important if an operator has recently been using toxic organo-phosphorus compounds such as demeton, mevinphos, parathion and schradan, as harmful additive effects may arise.

A person who, as a result of using any organo-phosphorus compound, is under medical advice not to work with such chemicals should not use fenchlorphos.

Harmful to water supplies and fish.—Avoid contamination by chemical or used containers; store tightly closed in a safe place; wash out containers and dispose of safely.

Fenchlorphos may be used:—(a) As an oral dose 110 mgm./kilo body-weight on non-lactating animals provided they are not treated within seven days of calving, and on farm stock provided they are not treated within sixty days of slaughter; (b) as a 0.5 per cent. solution in water on non-lactating animals provided they are not treated within seven days of calving. Cattle, sheep, goats, horses, donkeys, pigs and poultry may be sprayed, or sheep may be dipped, provided they are not treated within thirty days of slaughter; (c) as a 1 per cent. fly spray in animal houses and in dairies, provided that milk, milking machinery or containers are protected against contamination by the chemical; (d) as a back rubber for cattle, as a 1 per cent. solution in a 3:1 mixture of diesel and engine oil.

Fenchlorphos is marketed for veterinary use by Dow Agrochemicals, Ltd., North Lynn, King's Lynn, under the title Nankor. The Ministry has also issued recommendations for the safe use of a zineb-polyethylene thiuramdi-sulphide complex marketed by Boots, Ltd., Nottingham, as Metiram.

## NEWS IN BRIEF

PROVISIONAL Board of Trade estimates indicate that the retail sales index for August, seasonally adjusted, was 117, the same as in July (1957=100).

ON August 14 there were 304,976 persons registered as unemployed in Great Britain, of whom 296,753 were wholly unemployed and 8,223 were temporarily stopped from work.

THE total sales of the pharmacy department of the Plymouth Co-operative Society, Ltd., for the financial year ended September 2 were £379,881, an increase of 14 per cent.

THE Ministry of Health announces that the recent shortage of poliomyelitis vaccine (injection) (see *C. & D.*, August 19, p. 184) should be alleviated as tests on a new batch are completed later this month.

THE annual exhibition of the West Midland centre of the Royal Institute of British Photographers, at the R.B.S.A. Galleries, New Street, Birmingham, September 12-19, is devoted to professional colour photographs.

SPECIALISTS from seventeen countries are on a month's tour of urban, rural and maritime regions of the U.S.S.R. studying methods employed to control venereal disease in that country. The programme has been organised by the World Health Organisation in conjunction with the Soviet Health Ministry.

## SPORT

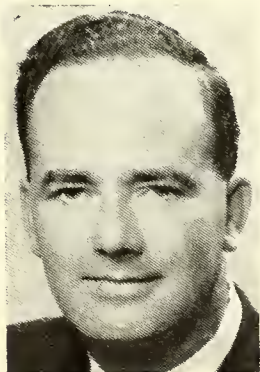
**GOLF.** — LONDON CHEMISTS' GOLFING SOCIETY and SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, Royal Mid-Surrey golf club, on September 6. Seven four-ball games played. **Results:** South London and Surrey won by three games to two with two games halved. R. H. Davies, M.P.S. (London) holed in one at the sixteenth hole.

IRISH CHEMISTS' GOLFING SOCIETY, at Elm Park golf club, on September 6. Competition for prizes presented by Rybar Laboratories, Ltd. **Results:** The strokes' competition was won by T. J. Lynch (treasurer and secretary) with a final return of sixty-six off a six handicap; 2, D. Mulvey (5), 70; 3, J. Murray (13), 71. *Bogey*, 1, E. O'Mahony (14), 3 up; 2, J. Smyth (15), all square; 3, P. McAuliffe (13), all square. The prizes were presented at a social in the club house by Dr. Michael Ryan (director, Rybar Laboratories, Ltd.).

LIVERPOOL CHEMISTS' GOLFING SOCIETY, at Royal Birkdale golf club on August 30. **Results:** *Merck Sharp & Dohme Prize*, 1, N. Vanderbilt, 88 (12), 76; *E. M. Murphy Prize*, 1, C. Risk, 98 (16), 82; *Ayrton Saunders Prize*, 1, S. G. Bourns, 92 (9), 83; *I.C.I. Prize*, 1, B. Gould, 92 (9), 83.

## PERSONALITIES

MR. A. F. X. DOLAN, M.P.S.I., who has had wide experience in the pharmaceutical industry of Ireland, both on the sales and administrative sides, has been appointed to the board of Vitamins of Ireland, Ltd. Mr. Dolan, who is a graduate of the College of Pharmacy, Dublin, joined the company in 1958.



# TOPICAL REFLECTIONS

By Xrayser

## "The Quarterly"

Useful as have been all the issues of THE CHEMIST AND DRUGGIST Price List, I imagine that none has been looked forward to with keener anticipation than that which is promised on or about the same day as this weekly issue of the paper itself. It seems to be a fair assumption that the confusion created by the recent decision to put a tax on a tax has operated to the financial advantage of the Chancellor of the Exchequer, for a number of firms, while adding the surcharge to the invoice, have failed to indicate that there has been a consequent increase in the retail price, for they have continued to show the old price against the items concerned. One of two extraordinary circumstances have arisen, in one of which the retail price has been increased by twopence, while the wholesale or manufacturing rate has gone up by 3s. per doz., plus purchase tax surcharge—a state of affairs that is surely not calculated to increase the popularity of the manufacturer with the man who sells his goods. I have the greatest sympathy for those who have toiled to produce such a massive piece of work as the Quarterly only two weeks behind the scheduled time of a normal price list. The only reward I can suggest is that those who have worked so nobly should be permitted to take over the pleasant post of Markets Editor for, say, a month each, one to take a look at chillies in Nigeria, another to price cloves in Zanzibar, still another to make an offer for turmeric in Madras. That would allow them to be in place for the December price list, prepared in their absence by the Markets Editor who has been sunning himself in Malabar, Morocco, Jamaica and Florida while his colleagues have been wrestling with the enormous difficulties produced by one wave of the Selwynian wand.

## Scottish examiners' report

The report of the Pharmaceutical Society's board of examiners for Scotland has some particularly reassuring features. It shows, for example, that the youth of today differs little from that of earlier generations. There has never been a time, in pharmaceutical examinations or, indeed in any kind of examinations, when the candidate did not find it a much more congenial occupation to write an answer to the question he would have liked rather than to that actually set. It is human, it is understandable, and it always appeared to have the virtue of permitting the candidate to convey to his examiner, however lacking in perception the latter might be, that there was something, at least, that the student knew and knew well. It is not particularly encouraging to be informed, through the medium of the report, that, so far as zoology is concerned, "the performance of candidates in the examination gave a very faint indication that they were giving a little more attention to the functional aspects." As an encouraging pat on the back that seems to be a little lacking in warmth. But there is one comment in the report which puzzles me. "Candidates," we read, "will often write a description of a process when in fact they have been asked to discuss it." What, precisely does the word "discuss" mean in this sense? In all earnestness and sincerity, I should welcome an explanation.

## A rumbelow

Meeting up with a phalanx of pharmacists the other day, I became vaguely aware of a subtle change in their manner, their appearance, their habits—even their mode of speech. Several were wearing trousers of a thick, dark-blue material which, even to my uncritical and inexperienced eye, seemed to be just a little wider round the ankles than I had only recently been assured was "the correct width just now." They—the pharmacists, that is—had a bronzed and weather-beaten look, suggesting that they had indulged in self-medication with an aerosol "bronze-it-yourself" preparation. The solution dawned on me when one, with an anxious look at the sky, thought they should cast off, for it was three cables' length to the hostelry and it was now seven bells in the dog-watch and there was a fair wind. Of course! They were going to the British Pharmaceutical Conference at Portsmouth next week.

# A Pharmacist Looks at Portsmouth

## ITS PHARMACIES AND PHARMACEUTICAL ACTIVITIES

PORTSMOUTH has expanded to its present size in a series of well-defined stages, to which the number of pharmacies and their dates of opening are closely related. They have been plotted by that local pharmaceutical historian Mr. L. J. Chamberlain, and his enterprise in putting his findings on record would be well worth emulating in other areas.

For centuries the city was bounded by its wall, enclosing that area which today is known as Old Portsmouth. At one time no less than eight pharmacies existed in the Old Portsmouth area. Today there is only one—and it is not one of those eight! War damage drastically

with and esteemed by his regular customers, and hopeful that his display windows will attract the eye of holiday-makers, but still awaiting the major redevelopment that was his inducement to open there.

After Old Portsmouth had, so to speak, burst at the seams, the next area to develop was Portsea, between Old Portsmouth and the naval dockyard. In its day Portsea has housed ten pharmacies, but today there is only one. It is at 122 Queen Street, and has been open under various proprietors since 1812. Between 1880 and 1960 it was owned by Messrs. Donaldson, father and son. Before that it was under

The two pharmacies just referred to are easily reached from the Guildhall, at which arriving Conference members will register. Those arriving by car are almost certain to enter the city by way of Ports Bridge, until modern times the only highway from the mainland to the island, Portsea island, on which Portsmouth is located. To do so they must pass through Cosham, in whose High Street is the old-established pharmacy of Baker & Son (Chemists), Ltd., to which a modern aspect has been given without sacrifice of the traditional character and fittings of its interior, Mr. J. P. Barlow, M.P.S., is a director and the superintendent of the company.



The only pharmacy in Old Portsmouth today, that of Mr. J. A. Price, M.P.S., dates only from 1954. At one period there were eight within the old walls.



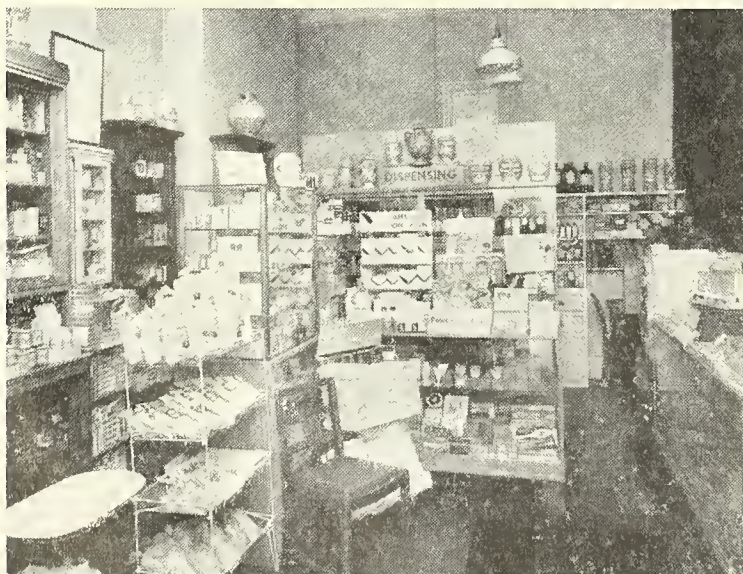
At Cosham, through which most Conference members arriving by car will enter the city, is the distinguished pharmacy of Baker & Son (Chemists), Ltd., 42 High Street, of which Mr. J. P. Barlow, M.P.S., is a director and the superintendent.

cut the population of the area as well as demolishing the only surviving "historic" pharmacy. Plans announced by the Corporation for redevelopment attracted Mr. J. A. Price to open a pharmacy in a post-war block of flats, and there, at 86 High Street, he is established—a man obviously popular

a Mr. Rastrick and before that again under an apothecary. For the past fourteen months the pharmacy has been under the proprietorship of Mr. M. Guernier, one of the members of the Local Conference Committee and the one responsible for accommodation of visitors.

Nearer the centre along the same artery (though the street name undergoes a change) are the premises of another Conference local officer (and a member of the Pharmaceutical Society's Council).

The pharmacy of Mr. J. C. Bloomfield at 185 Fratton Road is his third.



Though many of the drug jars of Mr. L. J. Chamberlain, 127 Highland Road, Southsea, are on loan to the current exhibition at Cumberland House, those that remain are worth a visit by collectors. Mr. Chamberlain is the local pharmaceutical historian and a connoisseur.



The Portsea area of Portsmouth has a character and local loyalty of its own, shared by its only pharmacy at 122 Queen Street, founded in 1825. Its present proprietor, Mr. M. A. Guernier (a Jerseyman) is the local committee member in charge of accommodation.



As a member of the Pharmaceutical Society's Council Mr. J. C. Bloomfield has provided proof in his modern pharmacy at 185 Fratton Road that professional dignity is not incompatible with business success. Layout is spacious and tasteful, and the dispensary a model for others. At right: The pharmacy of Mr. F. S. W. Beaton, M.P.S., at 28 Osborne Road, still with the name Roberts on the fascia, has a history of over a century.



The first, which he acquired from the late Mr. E. Davies Lewis, was at 167 Fratton Road. That was blitzed, the whole of the dispensary being destroyed. Mr. Bloomfield speedily reopened at No. 248, where he remained until 1948. The present handsome modern pharmacy has a long frontage to the street, the entrance being at one end of what were once two shops. The walls are lined with illuminated showcases, and there is a hatch into the large and well-appointed white-painted dispensary. The fascia is in black Vitriolite with white block lettering.

The pharmacy of R. G. Tremlett (Chemists), Ltd., Fratton Bridge, sets a standard for a modern professional pharmacy. The business occupies two adjoining shops, one the original pharmacy established by Mr. P. G. Tremlett and referred to in a survey of Portsmouth pharmacies published in the *C. & D.*, at the time of the last Portsmouth Conference meeting in 1911, and the other a shop converted for and conducted exclusively as a dispensing and surgical undertaking. The dignified professional atmosphere of the pharmacy, together with the provision made for the comfort of waiting customers, show well in the illustration on the opposite page. The company of which Mr. R. G. Tremlett is a director and the superintendent, owns two other pharmacies in the city.

The Sydney Rogers pharmacy (proprietor Mr. F. W. Beaton) at 26 Osborne Road, Southsea, was doubled in size about thirty-five years ago from a pharmacy that has a history of 100 years or more of life (a prescription book dated 1864 survives). The large front shop is matched by equally commodious rear premises, including dispensary, optical department and stores.

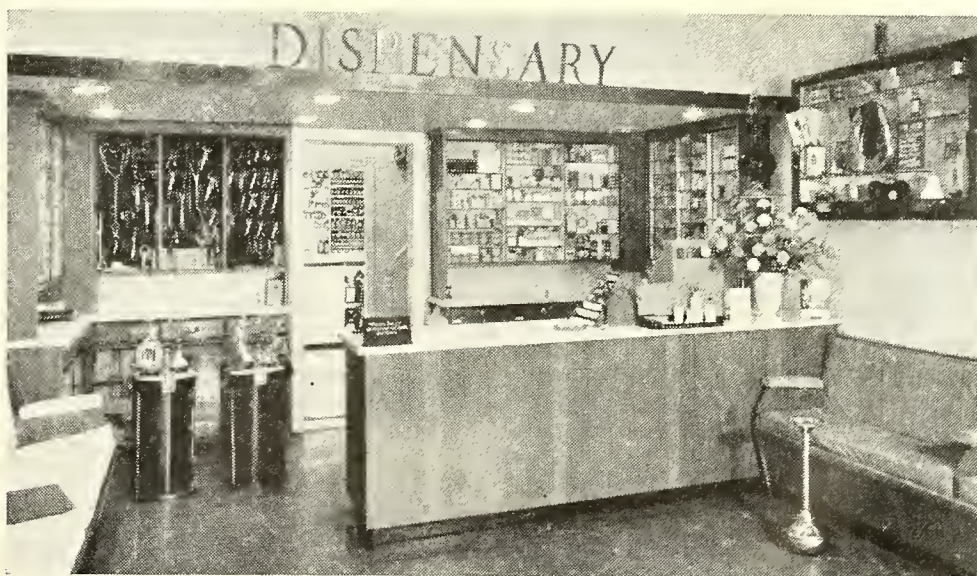
#### After a Break

Apart from a break of two years during which the premises were empty, there has been a pharmacy at 1 Victoria Road South, certainly since 1898 and probably from an even earlier date. For many years the pharmacy was a branch of Timothy Whites, Ltd., but the company discontinued the business. Four years ago the shop was re-equipped and reopened by Mr. E. W. Morley, M.P.S., an ex-Navy Londoner who opened on his own after hospital and management experience. Mr. Morley is O/C trans-

port during the Conference meeting.

Mr. P. G. Howes acquired the pharmacy at 15 Albert Road within ten days of having his previous one at Elm Grove burnt out as a result of enemy action in 1941. The Albert Road premises, over a century old, more than probably housed a pharmacy from the start. At the time of Mr. Howes' purchase the business was under the pro-

prietorship of Miss G. M. Pollard, who bought it from Mr. J. F. Meredith. The previous owner was Mr. J. W. Rogers, who acquired it from Mr. Richard Trist, an almost legendary figure in the annals of Portsmouth pharmacy, being among other things an old-style drawer of teeth. In 1921-22 the pharmacy was under the management of Mr. N. Francis, who retired recently



Mr. R. G. Tremlett carries on at Fratton Bridge a pharmacy founded by his father, the late Mr. P. G. Tremlett. An enthusiast for the professional side, Mr. Tremlett has converted a next-door shop into a "pure" pharmacy, concerned exclusively with dispensing and surgical instruments. Its attractive interior is seen in the lower illustration.



Interior of the London Road pharmacy of Mr. Norman Banks, M.P.S. Mr. Banks is the energetic local secretary of the Conference, and as such will become personally known to many members during the week.



For forty years there has been a prosperous pharmacy at 137 Albert Road, Southsea, under Mr. C. Fry. An unusual feature is the swing half-door to the dispensary (rear right-hand corner).

from a distinguished career as pharmaceuticals teacher at the school of pharmacy, Portsmouth Technical College, and who is the chairman of the local branch of the Pharmaceutical Society and member of the Conference Local Committee in charge of publicity. Mr. Howes, in addition to owning two pharmacies, has interests in seven others, five of them in the Portsmouth, Gosport, Fareham district.

Recently, Mr. T. W. Misson, M.P.S., who is on the transport subcommittee of the Conference Local Committee, ac-

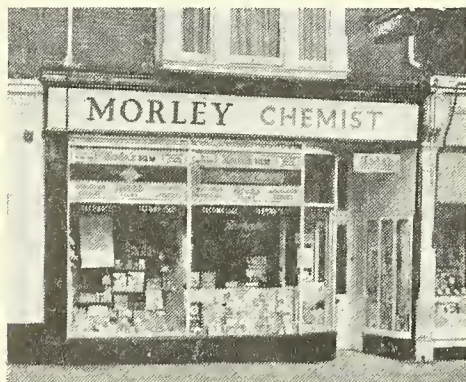
quired from Mr. John Elder, a past-chairman of the Portsmouth Branch of the Pharmaceutical Society, on the latter's retirement, the pharmacy at 13 Waverley Road. There has been a pharmacy on the site for fifty years or more. Mr. Misson has given the shop the "new look" the illustration shows it to have.

Established in 1922, the pharmacy of Mr. C. Fry at 137 Albert Road, Southsea, had in pre-N.H.S. days a heavy private dispensing business. Its proprietor is also a distinguished photographer,

lish Delft and other drug-jars, of which he ordinarily has a considerable array in the pharmacy and as many in reserve. Mr. Chamberlain has been comfortably established now for twenty years on the eastern side of Southsea, but for one so historically inclined the reason for his settling there must have been galling in the extreme, for his previous early Victorian pharmacy in Old Portsmouth was destroyed by enemy action in 1941. Even in his "new" pharmacy, which he opened almost at once, he was not left alone, but had several times to have the shop windows blown in by enemy action. The old Portsmouth pharmacy had in earlier days one feature so rare as surely to be unique—a zinc-lined leech "pond," combining the utilitarian function of housing the leeches with the decorative one of a water jet.

#### A Local Wholesale Distributor

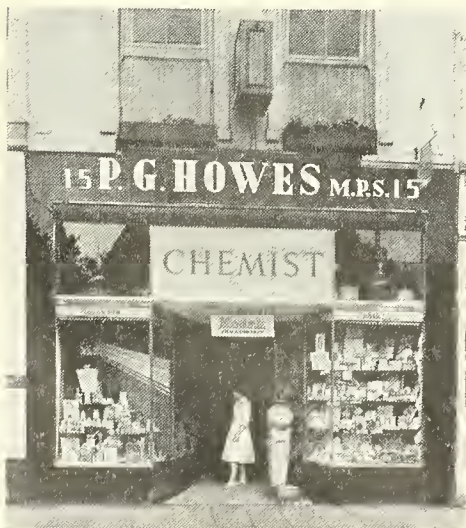
IN 1941 a German air raid on Portsmouth destroyed the pharmacy of Mr. C. C. King, M.P.S. It being impossible to reopen the pharmacy, its young manager (Mr. A. G. Tatford) found himself jobless, though certainly not lacking ideas or loyal friends. With their help and encouragement, Mr. Tatford's proposals for forming a local wholesale and manufacturing house were brought into being. A start was made in a small way in the garage and two rooms of his home—other premises not being obtainable—and in 1942 a limited company was formed. Its directors were elected from among Mr. Tatford's pharmacist colleagues who had given much of their time and money in helping with the foundation of the company and from those local pharmacists who had responded to an invitation to take up ordinary shares in the new venture. Deliveries were effected by bicycle or taxi, with Mrs. Tatford doing all the office work and helping with the assembly and packing. Many of the systems evolved during that period are still in use today, their simplicity and efficiency infinitely adaptable to the rapidly growing business. The "buzz bombs," though doing little actual damage in the city, caused property to decline in value, and the company was able to secure, in the centre of the city, rambling but commodious premises for a relatively small



The pharmacy of Mr. E. W. Morley at the Victoria Road South re-establishes a pharmacy on the site of the discontinued branch of a multiple.



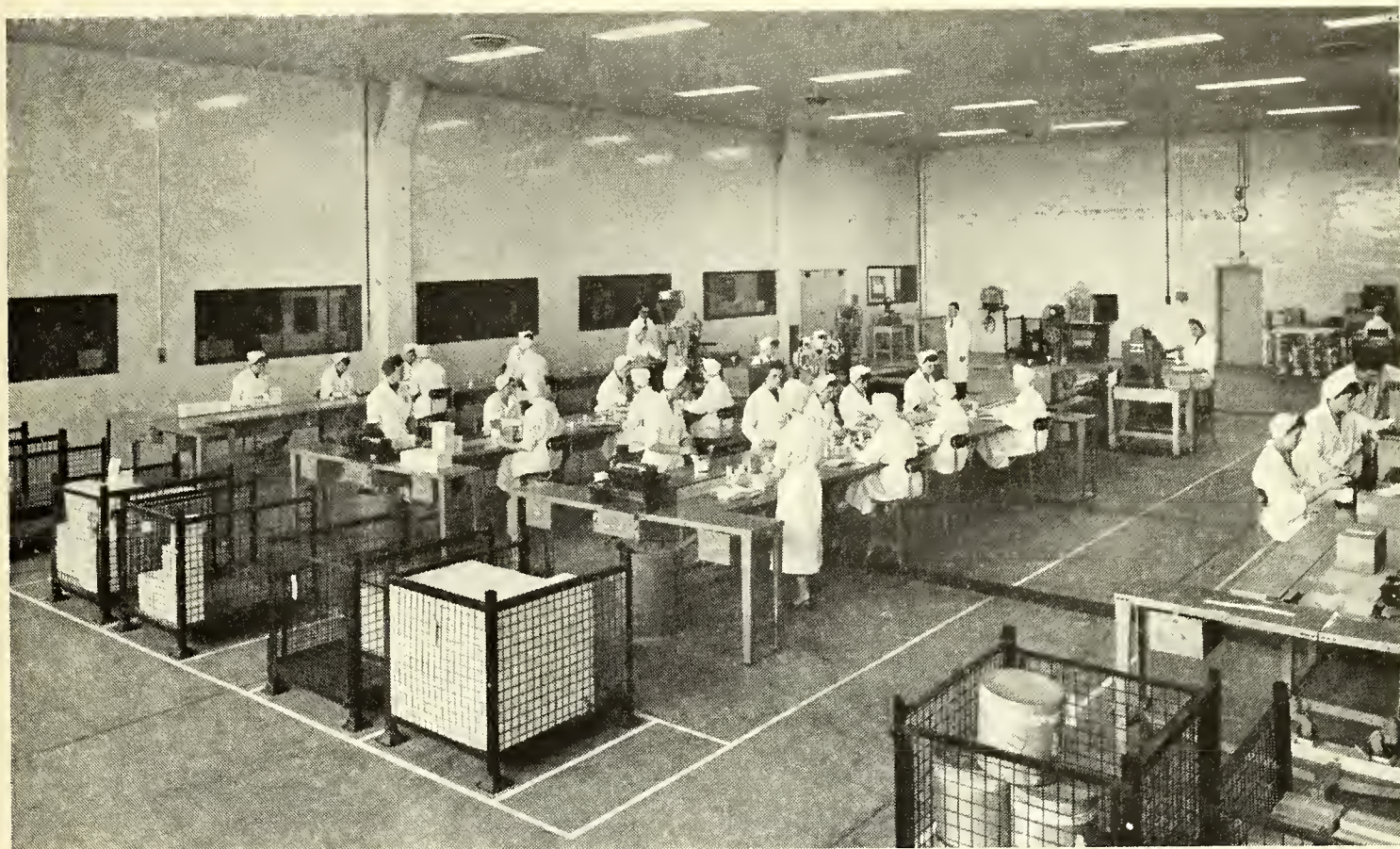
Transport officer of the local committee, Mr. T. W. Misson acquired his pharmacy at 13 Waverley Road from a former chairman of the local Branch of the Pharmaceutical Society.



For many years, perhaps a century, there has been a pharmacy at 15 Albert Road. Mr. P. G. Howes has been the proprietor since 1941.

being an Associate of the Royal Photographic Society and a former president of the Portsmouth Camera Club. In addition he has gained a considerable prestige among his customers as a formulator of remedies. Mr. Fry's son, also a pharmacist, and married to a pharmacist wife, represents in Hong Kong one of the leading pharmaceutical manufacturers. Unfortunately Mr. Fry, sen., has recently been prevented by illness from taking a full part in the business which has been conducted in his absence by Mr. L. A. Till, M.P.S., who first entered Mr. Fry's employment about thirty years ago.

Mr. L. J. Chamberlain should need no introduction to C. & D. readers, for his name has appeared above some of the contributions in prose and verse he has written specially for this paper. Two of his main interests, outside strictly business ones, are pharmaceutical history and the collection of Eng-



Pharmaceutical filling and packaging at the Gosport factory of the Lederle Laboratories division of Cyanamid of Great Britain, Ltd.

sum. Shelves and benches were constructed from corned-beef boxes, with many of the local pharmacists coming along and wielding tools! The range of drugs was by now considerable, and the business specialised in preparing customers' own formulations, together with packed pharmaceuticals and several proprietary products. In due course the growth of the National Health Service altered the complexion of business generally, the greatly increasing number of "ethicals" displacing standard drugs. With the new trends, the company's activities were developed to keep constantly in pace with current progress in medical treatment. Following also upon the change in dispensing climate, a branch was opened, in 1953, at Ryde in the Isle of Wight, a great improvement in the service on the island being thereby effected, separated as the island is from the mainland by five miles of sea.

A further major development took place in the following year by the purchase of Jones & King, Ltd., the only other chemists' wholesalers in the area. That company supplied mainly the retail requirements of pharmacists, and by its acquisition the parent company was able to offer a complete pharmaceutical service immediately, both in the Portsmouth area and in the Isle of Wight. The single bicycle having grown to a fleet of vans, and the company today employing about seventy-five people, every pharmacy and hospital within about sixteen miles of Portsmouth receives a daily delivery within a few hours of the order being received. The now somewhat ramshackle war-time premises are outgrown, and a new building, now nearing completion, and covering 8,000 sq. ft., will relieve the present acute con-

gestion and mark another milestone in the company's progress. The new premises will house only "ethicals" and drugs, with some sundries, as it is felt by Mr. Tatford that the specialist needs of the dispensary should be dealt with by specialist staff unfettered from the otherwise different requirements of the retail side of pharmacy.

#### Antibiotics Manufacture at Gosport

SCOPE for big developments in the manufacture of pharmaceutical products, agricultural and industrial chemicals is provided at the modern plant of Cyanamid of Great Britain, Ltd., Gosport—across the harbour from Portsmouth. Production at the plant began early in 1958 on a spacious estate, now embracing about 30 acres. Since then it has been greatly extended year by year, and plans are being studied for still further expansion. Currently ten acres are occupied by the manufacturing installations, laboratories, tank farm and administrative block. The plant represents a £4 million investment and has a steadily growing status among the company's international enterprises. In its design and layout, and in the work flow of manufacture, the best British and American ideas have been incorporated. The pharmaceutical sections were designed primarily to produce the products of the Lederle Laboratories division, including the broad-spectrum antibiotics Aureomycin chlortetracycline, Achromycin tetracycline and Ledermycin demethylchlortetracycline, products of original Lederle research and development. Those compounds continue to be the mainstay of production, but their manufacture has been supplemented by a complex series of industrial operations involving the other interests of the company. The large antibiotic fer-

mentation plant was completed only this year. It covers the manufacture of both pharmaceutical antibiotics and those required to produce animal feed supplements. Another large installation on the site, operating seven days a week and twenty-four hours a day, produces Melamine resin crystal.

There are also extensive laboratory services for the extensive chemical, physico-clinical and microbiological control of antibiotic manufacture as well as for analytical and quality controls at each stage from raw material to packaged article. The laboratories also undertake an increasing range of applied research and development projects concerned with improving methods of clinical synthesis and production.

Extensive sterile areas are set aside for the production of parenteral preparations and of surgical sutures, and some of the machines used in encapsulation, and developed exclusively by the parent company, are unique. Each machine is capable of turning out up to half a million capsules per shift.

The company is justly proud of its despatch service to hospitals, doctors, pharmacists and veterinary practitioners. Orders received at the company's Bush House, London, headquarters are transmitted to Gosport by teleprinter, and all priority orders for hospitals received by 4 p.m., or for parenterals by 4.20 p.m. are dispatched the same day. On Fridays the service extends to 5 p.m. to cover week-end requirements.

#### Surgical Dressings and Baby Products

THE plant of Johnson & Johnson (Gt. Britain), Ltd., at Portsmouth is one of the largest of the company's production units in Great Britain. The entire output of Johnson's baby powder, baby

Exterior of the surgical dressings and plasters factory of Johnson & Johnson (Great Britain), Ltd. Also made at the factory are the entire range of the company's baby products.



shampoo, baby lotion, baby oil, and baby cream is made there, as well as the company's range of Band-aid first aid dressings, adhesive plasters, medicated plasters, foot products and other pharmaceutical specialities. It was one of the first new industrial undertakings brought into the district after the war as a result of collaboration between the Portsmouth city corporation, Ministries of Works, Labour, Board of Trade and the company. The plant was acquired in 1950 at a time when the Royal Naval dockyard was being reduced in strength, and one of the greatest problems facing the city was the need to provide light industries that could take up released labour and supply a satisfactory livelihood for the rapidly increasing population. Since the original buildings were acquired, additional extensions have more than doubled the production area. Further expansion is now planned.

### Hospital Pharmacy in the Region

THE pharmaceutical service under the Portsmouth Group Hospital Management Committee has developed in a way that may become a pattern for other areas. From a number of separate units it has become a single co-ordinated Group Pharmaceutical Service under the control of a Group Pharmacist: Mr. K. W. Ellery.

### Advisory Committees

A Pharmaceutical Advisory Committee comprises the Group Pharmacist and all chief pharmacists and their deputies within the Group under an independent pharmacist chairman (at present Mr. N. Francis, the present chairman of the Local Branch of the Pharmaceutical Society). The change has led to alterations in the methods of purchasing, manufacture and storage of supplies, and in the maintenance of records. Formulas for preparations used in the various pharmaceutical departments have been standardised, as have methods and procedures. The outcome has been an all-round improvement in the quality and efficiency of the service provided. In 1952 a central pharmacy store was opened at Queen Alexandra Hospital for the whole of the Group (in all sixteen general and specialist hospitals, maternity homes and pathological service), and the Group Pharmacist was given direct control of the purchases of drugs, dressings and medical and surgical supplies. Stock then at the separate hospitals was transferred to the central store, from which now all pharmaceutical supplies are issued. A drugs and medical equipment subcommittee of the Groups Medical Advisory Committee considers all requests for additional medical or surgical equipment. The subcommittee has formulated prescribing rules under which the

pharmacists are given a wide discretion and authority to dispense alternative brands of proprietary drugs and to use the less costly form where alternatives of the same drug are available. Certain expensive drugs may only be prescribed by or under the authority of consultants. These procedures have to some extent off-set the rising drug bill resulting from the greater use of antibiotics, corticosteroids and tranquillisers. Medicines for wards are issued on a pre-packed system and uniformly labelled. Continuous checking of ward supplies is carried out by the pharmacists, and the system of record-keeping has given proof of its efficiency and value.

### Pharmacy Training in Portsmouth

THE city of Portsmouth has its own pharmacy school, a department of the City of Portsmouth College of Technology. Founded as the Technical Institute in 1894, the College has operated day departments since 1902, including at the start courses in chemistry and physics offered as preparatory for the examinations of the Pharmaceutical Society. In 1906 Miss E. S. Hooper, B.Sc., Ph.C., was appointed a lecturer—demonstrating in the chemistry department. The then vice-principal (Dr. Beddow) had the idea of setting up a

pharmacy department, and asked Miss Hooper to obtain specimens of crude drugs for teaching *materia medica*. The teaching of pharmacy and dispensing as separate subjects probably dates from the same period. In 1919 members of the College staff met Major P. Saville Peck and discussed its recognition for the purpose of training demobilised soldiers and others for the Pharmaceutical Society examinations. As a result staff and equipment was enlarged, improved and a nine-months' course was instituted. In 1922 an *ad hoc* course for the higher examination of the Society was arranged especially for the first pupil to enrol: Mr. N. Francis, who was later to become for many years a member of the College teaching staff, retiring in 1961. A later student who was successful in the Ph.C. examination in 1926 was Mr. F. J. Conduit, a director of Allen & Hanburys, Ltd. In 1928 a two-year course was instituted for the Ph.C. examination and final of the B.Pharm. (Lond.) degree. The present principal (Mr. Eric Thorpe), was appointed in 1950. As Conference visitors will have noted from their programmes of Conference week events, an enlarged and modernised department is being ceremonially opened during Conference week, and an invitation is given to them to visit the department.

## NEW BELGIAN CONTROLS ON PRICES

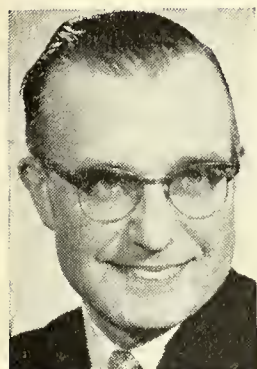
### Narrower limits on profits on pharmaceutical specialities

A LAW that sets limits on the prices of pharmaceutical specialities has been passed in Belgium. Products defined as "all human or veterinary medicine in prepackaged form and marketed to the public under a brand name in the original packaging" may not now be sold to the public at prices higher than are established under the new law. In no instance may they exceed the prices legal on June 30. The wholesaler's profit margin is limited to 12.5 per cent. of the price to the pharmacist, who in turn is held to 30 per cent. of the retail price. If those margins are exceeded because of rebates, discounts or other payments, the Ministry of Economic Affairs and Energy has the power to reduce the maximum retail price. The drug manufacturer's maximum price to the wholesaler for pharmaceutical specialities, manufactured and packaged for sale in Belgium and not of foreign origin is determined by taking into account the costs of production; other costs and profits calculated on a fixed percentage gross profit of raw material costs, and the "*taxe de transmission forfaitaire*." For new

drugs growing out of research in Belgium, the manufacturer is allowed a five-year margin at a higher rate. The maximum retail price of pharmaceutical specialities manufactured and packaged in Belgium that were originally developed abroad, or imported in bulk but packaged in Belgium, may not exceed the retail price of the country of origin by more than 28 per cent.

### Imported Products

For imported products put up ready for retail sale, the maximum retail price may not exceed by more than 23 per cent. the retail price of the country of origin. If any of the products were imported duty-free, the maximum mark-up permitted is 14 per cent. The Ministry of Economic Affairs is fixing the maximum retail price for products that cannot be classified in any of these categories. Retail prices must be shown on the exterior of the package. Producers, importers, and packers of pharmaceutical specialities were required to file the necessary forms to justify their prices with the Ministry of Economic Affairs on August 1.



Mr. J. C. Bloomfield  
CHAIRMAN



Mr. Norman Banks  
SECRETARY



Mrs. M. Yoward  
LADIES'



Mr. A. G. Tatford  
TREASURER

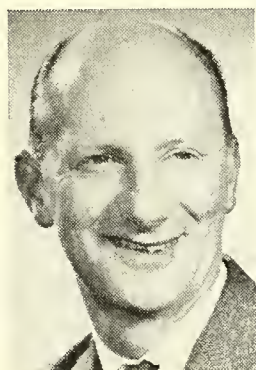


Mr. E. W. Mosley  
TRANSPORT

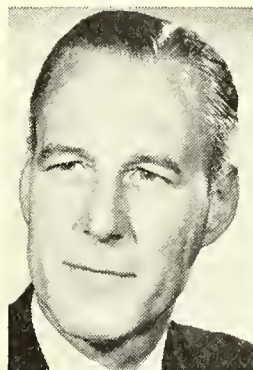
## LOCAL PERSONALITIES OF CONFERENCE WEEK Portsmouth 1961



Mr. M. A. Guernier  
ACCOMMODATION



Mr. R. J. Berry  
SPORTS



Mr. A. W. Dempsey  
ENTERTAINMENT



Mr. N. Francis  
PUBLICITY

### MARRIAGES

**RAYNER — MAPPLEBECK.** — At Bradford Cathedral recently, David Keith Rayner, M.P.S., 54 Thornbury Drive, Thornbury, Bradford, 3, Yorkshire, to Kathleen Ena Mapplebeck, Hipperholme, Halifax.

### DEATHS

**CUNNINGHAM.**—On August 26, Mr. Alexander James Cunningham, M.P.S., 144 Church Path, Deal, Kent, aged seventy-three.

**DUNN.**—On September 3, Mr. Joseph Dunn, M.P.S., 42 St. Silas's Road, Blackburn, Lancs. Mr. Dunn, who qualified in 1920, was formerly in Preston and London, and for the past ten years had been in business in Blackburn.

**GROUNDWATER.**—On August 26, Mr. Thomas Sanderson Groundwater, M.P.S., 74 Gowthorpe, Selby, Yorks, aged fifty-six.

**HABERLAND.**—On September 15, Professor Ulrich Haberland (chairman of the board of Farbenfabriken Bayer, Western Germany), aged sixty. Son of a minister in Saxony, Professor Haberland obtained his doctorate in chemistry and joined the I. G. Farben combine in 1927. In 1943 he was made director of the Bayer works at Leverkusen. Professor Haberland was chair-

man of the Federation of the German Chemical Industry.

**HALES.**—On August 31, Mr. George William Hales, M.P.S., 1 Tacket Street, Ipswich, Suffolk, aged eighty.

**HALLIWELL.**—On September 3, Mr. Thomas Halliwell, M.P.S., 11 St. James' Place, Blackburn, Lancs. Mr. Halliwell, who qualified in 1926, was chairman and managing director of T. A. Ward & Co., Ltd., wholesale manufacturing chemists, King Street, Blackburn, and a director of Associated Chemists (Lancashire), Ltd., and of Trinity Laboratories, Ltd.

**HANLON.**—On August 27, Mr. Alfred Hanlon, M.P.S., 17 Poplar Grove, Normanby Road, South Bank, Yorks, aged fifty-six.

**HOUGH.**—On September 2, Mr. John Oswin Hough, M.P.S., Sunrise, Symonds Yat, Herefords, aged seventy-five.

**MACMASTER.**—Suddenly, on September 4, Mr. Hugh Macmaster, M.P.S., 80 Greenwood Road, Clarkston, Glasgow. Mr. Macmaster qualified in 1925.

### LEGAL REPORTS

#### Illegal Possession

FOR being in possession of 6 lb. 2 oz. of prepared opium, a Chinese seaman, Yaung Liang Mai, was fined £100 at the Liverpool stipendiary magistrate's

court on September 8. A detective-sergeant said the opium was found wrapped in stockinette around Mai's waist. Questioned by another detective, defendant said: "I buy it in Shanghai for 300 dollars. I sell it to white man for £150 in cafe."

#### Brought With Great Reluctance

WHEN Mr. Arthur William Davis, M.P.S., Petersfield, Hants, pleaded guilty at Petersfield to four breaches of the Pharmacy and Poisons Act, 1933, Mr. A. C. Castle, for the Pharmaceutical Society, told the magistrates that the prosecution was brought "with great reluctance." The reason behind it was the protection of the public. There were four offences—two of selling scheduled poisons not under the supervision of a registered chemist, and two of selling scheduled poisons which were not properly labelled. The poisons, said Mr. Castle, were both contained in proprietary medicines and tablets. Mr. Davis, said Mr. Castle, also owned an antique shop, and when the Society's inspector called at the pharmacy on several occasions Mr. Davis was not there. Mr. Davis, when seen by the inspector, pointed out that he could always be contacted by telephone. "Surely I can visit my other shop? Surely I can go to the lavatory?" he was alleged to have asked the inspector. Mr. David Roebuck, who appeared for the defendant, told the court that it

was possible to go into any large chemist shop and buy exactly the same things from a sixteen-year-old girl. The magistrates imposed a fine of £6 with £6 6s. costs.

### Unlawful Use of Titles

HENRY Cirkel, proprietor of a shop at 214 Devons Road, London, E.3, was at Thames' magistrates' court on September 8 found guilty on four summonses brought by the Pharmaceutical Society of Great Britain. He had pleaded not guilty to unlawfully using the title "chemist" in connection with the retail sale of goods on July 12; of unlawfully using the description "chemist sundries" on July 12; of unlawfully using the title "chemist" on July 14; and of unlawfully using the description "R. L. Jones, chemist" on July 14. The magistrate granted Mr. Cirkel a conditional discharge for a year on payment of £5 costs on each of the first and last summonses, and imposed no separate penalty on the others. Prosecuting for the Pharmaceutical Society, Mr. Thomas Dewar, counsel, said that, under the Pharmacy Act, 1954, it was unlawful for anybody, unless he was a registered pharmaceutical chemist, to use the title "chemist." Mr. Cirkel, who had a retail shop for the sale of proprietary medicines that was also a sub-post office, was not a pharmaceutical chemist. An inspector of the Society had seen a notice on the shop "chemist sundries." Mr. Cirkel told him that he had carefully avoided emphasising the word "chemist" in any way and intended the sign to be read "sundries." The inspector went to the shop on another occasion when the sunblind was down and found displayed on it the name of a former owner, "R. L. Jones, chemist." Mr. Dewar submitted that the words "chemist sundries" were a clear implication that someone in the shop was entitled to the title "chemist." The same thing applied to the blind. Mr. Cirkel, in the witness box, agreed that he was the proprietor of the business, and that he was not a registered pharmaceutical chemist. He did not dispute that the signs referred to existed. He sold medicaments, but the emphasis was on toilet goods. He said he had not noticed that the words "R. L. Jones, Chemist" were on the sunblind until he pulled it down. Mr. Cirkel went on: "There is no question of misrepresentation or of trying to mislead the public. I am using a term that has long existed and has a worth-while precedent."

### COMPANY NEWS

Previous year's figures in parentheses

P. LEINER & SONS, LTD. — Mr. E. A. Osman (general manager) has been appointed to the board.

MEGGESON & CO., LTD.—Dividend for year to June 30 is 7½ per cent. (same). Group net profit £20,538 (£14,944), after tax of £1,432 (£2,070).

THOMAS HEDLEY & CO., LTD.—Profit for year ended June 30 was £5.4 millions (£4.5 millions). After U.K. tax net profit at £2,708,000 was £482,000 higher than in 1960. A sum of £2,452,000 goes in dividends to the United States parent leaving £256 retained in the British business compared with £689,000 the year before.

SHOWERINGS, LTD., VINE PRODUCTS, LTD., and WHITEWAYS CYDER CO., LTD.—The three companies propose to amalgamate to form a group which will have net assets of more than £10.3 millions.

The merger will be made through a new holding company to be named Showerings Vine Products and Whiteways, Ltd., which will offer its shares in exchange for those in the present companies. Chairman of the new company will be Sir Ronald Howe, who is chairman of Vine Products, Ltd., which company announced recently that it had purchased for cash through one of its subsidiaries all the capital of GEORGE KING & CO., LTD., of which one subsidiary is George King (Pharmaceuticals), Ltd. Messrs. Whiteways distribute Sanatogen tonic wine.

DUFAY, LTD.—A net trading loss of £129,562 was incurred in 1960. This compared with a loss of £45,195 in the previous fifteen months. A large part of the loss, explains Mr. H. Evans (chairman), represents a considerable writing down of stocks which are considered to be of doubtful value. The loss is after providing £18,712 (£18,574) for depreciation. Deducting tax credits of £4,341 (£1,789), profits on disposal of fixed assets £7,246 (£2,571) and £1,000 (nil) compensation for trade mark infringement, the year's net loss was £116,881 (loss £29,872). The adverse balance carried forward is increased from £117,941 to £234,822. It is intended to carry out a drastic capital reorganisation, to put existing interests on a profitable basis and to acquire other businesses with reasonable earnings.

### BUSINESS CHANGES

LEO LABORATORIES, LTD., are removing to 15 Clipstone Street, London, W.1, on September 18.

SWIRE & MACLAINE (LONDON), LTD., are removing to 66 Cannon Street, London, E.C.4, on September 18.

GEORGE ELLIOTT & SON, LTD., Leicester Street, Walsall, Staffs, are closing down on September 30, the premises having been sold.

MR. R. D. GAIGER, M.P.S., has acquired the pharmacy of Mr. W. F. Lovcring, M.P.S., 139 Church Hill Road, North Chcam, Surrey, as from September 18.

MR. NORMAN McCULLOUGH, M.P.S.N.I., has taken over the business of Mr. R. Morrow, M.P.S.N.I., 31 High Street, Bangor, co. Down, Northern Ireland

ELECTRONIC SWITCHGEAR (LONDON), LTD., point out that their address is Wilbury Way, Hitchin, Herts, and not as given in the C. & D., September 2.

RIKER LABORATORIES, LTD., have changed their name to Vantorex, Ltd. In future the company's manufacturing and distributing activities will be carried out by Riker Laboratories, a division of Vantorex, Ltd.

### Appointments

SMITH & NEPHEW PHARMACEUTICALS, LTD., Bessemer Road, Welwyn Garden City, Herts, have appointed Mr. H. B. Richens, M.P.S.,

M.Inst.M.S.M., their general manager. Mr. Richens is this year's chairman of the Manchester branch of the Institute of Marketing and Sales Management.

MOLYNEUX ET CIE (DESIGNS & PERFUMES), LTD., 63 Grosvenor Street, London, W.1, announce that Mr. K. P. Varley is no longer the South of England representative for Molyneux and Harriet Hubbard Ayer and until further notice Mr. J. Hammond is representing them in the area.

### Teaching Appointments

SCHOOL OF PHARMACY, Bristol College of Science and Technology.—The following teaching staff changes became effective on September 1: Mr. J. T. Mearns, B.Sc. (Pharm.), M.Sc., F.P.S. (senior lecturer in physiology and pharmacology) becomes principal lecturer in the department; Mr. D. A. Hancox, B.Pharm., M.P.S., becomes lecturer in physiology and pharmacology; and Mr. A. J. Draper, B.Pharm., M.P.S. (from Leicester College of Technology), becomes assistant lecturer in physiology and pharmacology.

### PACKAGING ON SHOW

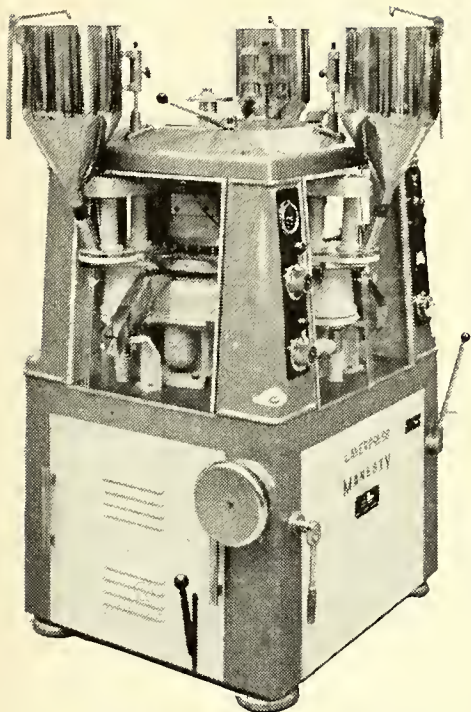
#### Machinery, adhesives and designs

AN industry with an annual turnover now estimated at over £500 millions displayed its manufacturing processes and end-products for the seventh year at the International Packaging Exhibition in London, September 5-15. Exhibitors numbered about 400, of whom 15-20 per cent. were from overseas—in that category Canada provided the most comprehensive display with aspects of packaging ranging from pill-boxes to large automobile crates.

The bulk of the equipment and processes illustrated developments of established designs rather than new ideas. Plastics were again at the focal point among materials. The multitude of uses to which the different resin polymers could be put was apparent in the variety of goods packaged in film or with extruded sheet. The plastic aerosol has now entered the field of pressure-packed goods; that and the aluminium type appeared as containers for perfumes, hair lacquers, insecticides, etc.

#### Machinery

If by virtue of size alone, machinery nevertheless occupied the bulk of the two-floor setting. ANGLO-CONTINENTAL MACHINES, LTD., 41 Dover Street, London, W.1, introduced from Italy a high-output machine (the RV/59) for filling and sealing hard gelatin capsules; also the LA/60 "microdosing" machine for packaging antibiotics and the LI/61 "universal" for ampoule washing. Newly designed apparatus to hasten filling and sealing of ampoules and capping of antibiotic vials was featured by AUTOPACK, LTD., Spring Lane, Malvern Park, Worcs. BRITISH VISQUEEN, LTD., Six Hills Way, Stevenage, Herts, demonstrated their new technique for "plunge-packaging" in polythene, materials of irregular shape. A range of custom made packs in lightweight expanded polystyrene mould on new, fast-cycle equipment, was shown by FOLEY PACKAGING & INSULATION, LTD.,



Layerpress rotary tablet machine by Manesty Machines, Ltd., Speke, Liverpool, 24.

Hardy Road, Farlington, Portsmouth. Mettler automatic balances of the check-weighing and filling types were on the stand of A. GALENKAMP & Co., LTD., Sun Street, London, E.C.2.

An automatic tablet packing machine incorporating six operations (unscrambling, batch marking, container cleaning, counting, insertion of plastic bungs, screw capping), with a half-hour changeover time, was a feature of the display by C. E. KING & SONS, LTD., Leacroft, Staines, Middlesex, who also showed a new cold sealing machine. MANESTY MACHINES, LTD., Evans Road, Speke, Liverpool, 24, had on view for the first time their Layerpress rotary tablet machine for producing two- or three-layer tablets (see *C. & D.*, September 2, p. 254, for description). Operation is interchangeable (single-layer tablets may also be made) without involving removal or replacement of feed frames, hoppers or cams. Shown by the same company were a stainless steel water still and the Teko coder.

NEWMAN LABELLING MACHINES, LTD., Queens Road, Barnet, Herts, displayed a new thermoplastic automatic labelling machine and dispenser. A selection of the labels themselves by SAMUEL JONES & Co., LTD., 16 New Bridge Street, London, E.C.4, included water-activated types, self-adhesive types (permanent and peelable), heat-activated types and roller-coated adhesive labels. Tackytite labels that stick to polythene were also featured.

Coldsealing—a process whereby two surfaces are pre-treated with non-tacky latex so that they may be made to adhere by pressure alone—has been used for some years by manufacturers of self-seal envelopes. Now, in the packaging field, its development has been enthusiastically taken up by two companies, SPICERS, LTD., 19 New Bridge Street, London, E.C.4, and a Swedish manufacturer for whose product MESSRS. SAMUEL JONES are the distributors. The two proprietary

brands of latex-impregnated paper are known respectively as Spi-seal and Cosil. At the exhibition samples were on view, and demonstrations of automatic pressure-sealing machines given. The coldsealed pack is particularly

suitable for thermolabile products; the makers also claim that it withstands autoclaving. Within the pharmaceutical range of products, coldsealed paper has some potential for packaging dressings, hypodermic needles and toilet goods.

## TRADE NOTES

**Poisons Status Changed.**—Medo-Chemicals, Ltd., 144 Fortress Road, London, N.W.5, announce that, from September 18, Kethamed will have the poisons status P1, S4B.

**A Pack of Twenty.**—Lilia-White (Sales), Ltd., Bessemer Road, Welwyn Garden City, Herts, announce the introduction of a pack of twenty Lil-lets—a “thrif” pack.

**An Additional Size.**—A. H. Robins Co., Ltd., Foundry Lane, Horsham, Sussex, announce the introduction of a 2½-oz. bottle of their antitussive expectorant Robitussin. It will be available from October 2.

**An Advertisement Error Corrected.**—Glasgow wholesalers of Spun-gee products are Jackel & Co., Ltd., whose address is 247A St. Vincent Street, Glasgow, and not as given in the company's *C. & D.* advertisement on September 9.

**An “Economy Size.”**—Gascoigne-Crowther, Ltd., Caversham Laboratories, Reading, Berks, have made available an “economy size” (three times the standard size) of Napisan deodorant cleanser for babies' napkins.

**Demand Greater Than Expected.**—Uni-Pharma, Ltd., 229 Shaftesbury Avenue, London, W.C.2, regret that they have been unable to satisfy all orders received for Lobidan. They hope that the position will revert to normal before the end of the month.

**Men's Toiletries from Italy.**—Sian, Ltd., 72 Woodstock Road, London, N.W.11, are the distributors for Victor Products, Milan, Italy, manufacturers of the Victor range of men's toiletries, including after-shave, Ele pre-electric shave lotion, claimed the only preparation of its kind packed in a glass spray bottle (also available as non-spray), Ready brushless shaving cream, Aqua

di Selva (a faintly scented toilet water), a deodorant stick and a lather shaving cream.

**Corrigenda.**—By an undetected misprint the name of an Innox product was incorrectly given in the *C. & D.*, August 26 issue. It should have been Pearl Satin. The address of Innox Laboratories, Ltd., is 436 Essex Road, London, N.1.

**For Sale Without Medical Certificate.**—By arrangement with the Customs and Excise authorities the Super Actinea sunlamp of Tellux, Ltd. (Gerihel sun lamps division), 44 Brunel Road, London, W.3, has been reclassified and it is being sold as a non-prescription model without medical certificate. That makes it liable for purchase tax, which the makers have decided to bear completely, by reducing the trade price, making it possible to continue to sell the Super Actinea to the general public at its previous price.

## Bonus Offers

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham Essex. Planidets antiseptic/analgesic lozenges. Thirteen to doz.

GASCOIGNE-CROWTHER, LTD., Caversham Laboratories, Reading, Bucks. Napisan (standard pack). Extra 5 per cent. and one free packet in each doz. on bonus parcel of 3 doz.

SOUTHON LABORATORIES, LTD., Western House, Gravel Hill, Bexleyheath, Kent. Esobactulin capsules against colds. Thirteen invoiced as twelve. Until September 30.

## INFORMATION WANTED

The Editor would appreciate information about:

- Bunter's Nervine (present address of makers)
- Coutts' acetic acid (present address of makers)
- Lanon sun screen cream



The Victor range of Italian-made toiletries for men, now available in Britain from Sian, Ltd.

## NEW PRODUCTS AND PACKS

**Specialities Added to Range.**—Leo Laboratories, Ltd., 15 Clipstone Street, London, W.1, are adding to their range serum gonadotrophin (Leo) and chorionic gonadotrophin (Leo), in boxes of three and ten ampoules each containing 1,500 or 3,000 international units with solvent. Under current poisons regulations both are classed under S4B of the Poisons Rules.

**Hydrocortisone Lotion.**—Roussel Laboratories, Ltd., 847 Harrow Road, London, N.W.10, announce the introduction of a new formulation of hydrocortisone, lotio Hydrocort, described as the result of an extensive period of development work to formulate a topical application of that corticosteroid superior in blandness and spreading power to any previously available. To distinguish lotio Hydrocort (Roussel) from the company's HydroCortisyl skin lotion (which is still being marketed), the new product is packed in a green (not an orange) carton. Both products are available in 0.5 per cent. and 1 per cent. strengths.

**A Spray Against Pain.**—Coolspray, a refrigerant spray for the alleviation of pain due to muscular spasm, is a speciality newly launched by Bengue & Co., Ltd., Mount Pleasant, Alperton, Wembley. It contains 20 per cent. of dichlorodifluoromethane and 80 per cent. of trichlorofluoromethane, a combination of the fluoromethanes that has been found to be the most effective. The spray, regarded by many as being a particularly effective form of counter-irritation, reducing the need for sedative or analgesic drugs, is indicated against pain that involves an element of muscular spasm, or where there is an exacerbation of pain from a chronic underlying condition. The pack is a pressurised container holding 5 fl. oz.

**Anti-epileptic.**—Bengue & Co., Ltd., Mount Pleasant, Alperton, Wembley, have launched a new speciality, Benuride tablets, each containing 200 mgm. of phenylethylacetylurea (the principal active ingredient of Trinuride) to meet the wishes of physicians who desire phenylethylacetylurea alone without the addition of phenobarbitone or diphenylhydantoin. The drug is indicated in all forms of epilepsy, but is claimed to have a particular application in the temporal lobe variety. Because of the mild stimulant action of phenylethylacetylurea, it is considered advisable to combine it with phenobarbitone. The dosage for previously untreated cases is 600–800 mgm. daily, in divided doses. For patients already under treatment, a moderately prolonged transitional period is suggested, details of the scheme being enclosed in the pack. The tablets are issued in containers of 100 and 500 tablets.

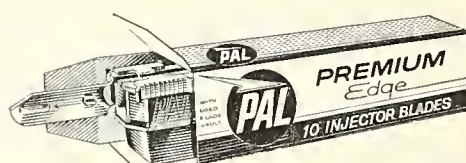
**A Pearl Eye-shadow in Six Shades.**—Dorothy Gray, Ltd., 565 Kingston Road, London, S.W.20, have introduced a new liquid pearl eye-shadow in blue, jet (black with a smoky pearl sheen), hazel, emerald, turquoise and deep lagoon (clear deep down navy blue) shades. To apply the liquid eye-liner a double-ended sable brush, with thick and thin ends, is available, presented in a black and rose container. To re-

move the eye make-up Dorothy Gray's eye make-up remover (a clear liquid) is offered.

**"Finishing-touch" Hair Spray.**—Whisper setting mist is the name of a new aerosol product "for that lasting, soft-as-a-whisper finishing touch" to the hair. Manufacturers are Whisper Cosmetics, 175 Bow Road, London, E.3.

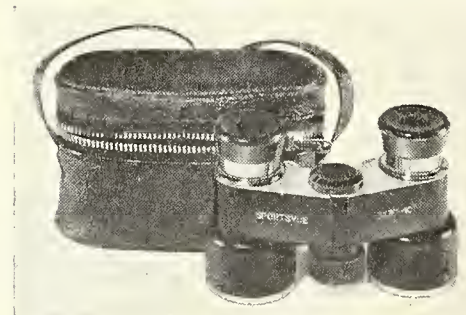
**Moisturising Cleanser.**—Complementing the range of facial cleansers available from Guerlain, Ltd., 14 Grafton Street, London, W.1, a new speciality Démaquillant Fluide is a deep cleanser claimed to restore natural moisture and leave skin pores scrupulously clean. Démaquillant Fluide is packed in a flexible polythene bottle.

**Friction-free Razor Blades.**—A razor blade that is claimed to "take friction out of shaving—no more pulling, dragging or scraping" has been launched



by Ever-Ready Razor Products, Ltd., 26 Bedford Row, London, W.C.1. The new Pal Premium-edge injector blade is, in the words of the manufacturers, "processed with 'liquid ball-bearings,' which flow in front of the shaving edge of the blade, making microscopic contact with whiskers before the actual blade edge, which then rides through the whiskers gently and easily." The makers have made available also compact "merchandiser," displaying twelve magazines of ten blades.

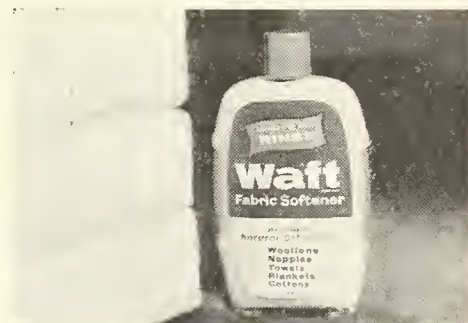
**Light and Elegant.**—Designed on binocular lines with a hinged body that enables it to be adjusted to suit the eye separation of the user, the Sportsvue, 3 x 30, glass, manufactured by Ross



Ensign, Ltd., Clapham Common, North Side, London, S.W.4, is claimed to be ideal for outdoor sporting events or in the theatre. It weighs only 8 oz. and measures  $4\frac{1}{2} \times 2\frac{3}{4} \times 1\frac{1}{2}$  in. and is offered in an attractively grained plastic case with zip opening and fitted with a carrying strap.

**Standard-voltage Shaver Model.**—A new standard-volt (190–250 a.c./d.c.) model of the Sunbeam Shavemaster electric shaver is handsomely styled and packaged in blue, gold and black. It has a micro-thin shaving head, hollow-ground sweep blade and powerful armature motor and is guaranteed. Manufacturers are Sunbeam Electric, Ltd., East Kilbride, Glasgow.

**A Softener for Nappies.**—To counteract the tendency of modern washing powders to harden and take away the "finish" from babies' napkins and garments, Nicholas Products, Ltd., Slough, Bucks, have developed a new fabric softener, Waft, that can be used on nearly all types of fabrics. Waft is



added in the final rinse (about one tablespoon to a sinkful of clothes), and it leaves woollens, nylon, towels and other items soft to the touch. In making nappies soft and comfortable it reduces considerably the risk of irritation of the baby's skin. Waft is a quaternary ammonium salt in an alcohol and water solution, fragrantly perfumed. The alcohol serves to dissolve the quaternary ammonium salt, the water ensures dispersal in the rinse. Because the quaternary ammonium salt has a positive charge it is attracted to and is picked up by fabrics, most of which have a negative charge. In that way most of the softener is absorbed into the fabrics, and little is thrown away with the waste water. It is effective only when used by itself in the final rinse (it should not be mixed with soaps, blue, etc.).

## SHOPFITTING NOTES

**Photographic Display Units.**—The claim that they "Give even the smallest photographic shop the selling power of a store" is made by the Norland photographic display units. Each unit is designed to combine attractive presentation with easy access. Manufacturers are Liddle Keen & Co., Ltd., Norland Yard, London, W.11.

**Display "Gondolas."**—A display "gondola" that arrives flat and is capable of simple erection with unskilled labour is the Porosan display gondola produced by Porosan (D.I.Y.), Ltd., 30 South Street, Chichester, Sussex. In the straight gondola each shelf is 3 ft. long,  $\frac{3}{4}$  in. There are one each 8 in., 10 in., and 12 in. wide, giving 11 in. clearance, in choice of blue, red or green colour and choice of laminated plastic (with plastic edging round all four sides) or pressed steel (with stove-enamel finish). Units may be joined together lengthways to form continuous low wall shelving or lengthwise but not in line. Any angle is possible and practicable, from back to back to 180°. Single units may be used in window displays. The Porosan three-tier round gondola makes an excellent central display, especially where fairly frequent changes have to be made. In method of construction and features it is similar to the straight gondola.



**oil**

**petroleum**

**nickel**

**and dish-wash**

## DERMATOSES

**need that** *thorough-simple-non-touch* **technique**

# Cortril Spray

After a few days' treatment, lesions become flat and pale with subsidence of oedema, pruritus and infiltration. Neither stings, burns nor irritates. No need to touch tender fragile skin. Non-tacky.

Presentation: 2 fl. oz. pack 1 fl. oz. pack



SCIENCE FOR THE WORLD'S WELL-BEING

Pfizer Ltd · Sandwich · Kent

PF191/11026

# now *Lil-lets* give more confidence for the money—

**now packed in 20's.** Women buy sanitary protection a pack at a time—they always have. But now they can buy twice the number of Lil-lets tampons in a single thrift pack: only

3/3 for 20. They have more Lil-lets on hand, more money left in their pockets. That's plenty to be pleased about . . . so please them now by having plenty in stock.

# now retailers can be more confident, too—

**Confident** these compelling ads will have mass readership.

**Confident** the thrift pack will have wide appeal.

**Confident** of more customers, more Lil-lets sales, more and more profits.

still handy handbag size:  
convenient for stockroom shelves,  
popular for quick, easy sales!



CUMULATIVE LIST OF AMENDMENTS TO THE C.&D.

Quarterly Price List

SEPTEMBER

<b>Algipan</b> (1352 Wyeth)	16 oz	254	0	69	11		
<b>Allenbury's</b> (34 A&H)							
malt extract ..	1 lb	27	0	..	..	3	0
	2 lb	51	9	..	..	5	9
with cod-liver oil ..	1 lb	29	3	..	..	3	3
	2 lb	54	0	..	..	6	0
butterscotch flavour ..	1 lb	29	3	..	..	3	3
	2 lb	54	0	..	..	6	0
<b>Anahaemin</b> (179 BDH)							
ampoules 1 mil ..	6	146	0	..	..	18	3
	2 mils	246	0	..	..	30	9
	25	960	0	..	..	120	0
vial 10 mils ..	192	0	..	..	..	24	0
	25 mils	468	0	..	..	58	6
<b>Bromnervol</b> (499 Richter)							
dp 40 oz	10	10ea	..	..	15	5†s1s4A	
dp 80 oz	20	8ea	..	..	..	†s1s4A	
<b>Capricci</b> (Nina Ricci) 1402 Buser)							
perfume ..	1 oz	..	..	..	..	47	6
	1 oz	..	..	..	..	63	0
	1 oz	..	..	..	..	105	0
	2 oz	..	..	..	..	168	0
de luxe ..	..	..	..	..	..	220	0
	..	..	..	..	..	315	0
atomiser handbag ..	..	..	..	..	..	57	6
refill ..	..	..	..	..	..	29	6
de luxe ..	..	..	..	..	..	84	0
refill ..	..	..	..	..	..	54	0
toilet water ..	2 oz	..	..	..	..	29	6
	4 oz	..	..	..	..	52	0
	7 oz	..	..	..	..	84	0
	14 oz	..	..	..	..	147	6
<b>Contempora</b> (1052 Revlon) tube	114	0	62	8½	19	6	
<b>Coty</b> (301 Coty)							
Measured Mist perfume spray	118	6	63	7	21	0	
<b>Dorminal</b> (147 Boots)							
tablets gr 1 ..	1000	..	..	..	..	..	..
gr 3 ..	1000	..	..	..	..	..	..
<b>Dulcolax</b> (154B)							
children's suppositories							
5 mgm 6	22	0	..	..	2	9	
tablets 5 mgm 10	12	0	..	..	1	6	
<b>Fecarb</b> (142 BML)							
tablets tube ..	60	32	0	..	..	..	..
tin ..	500	20	0ea	..	..	..	..
	1000	36	0ea	..	..	..	..
<b>Ferrodic</b> (34 A&H)							
tablets ..	100	54	0	..	..	6	9
<b>Grimsby</b> (445 FK)							
cod liver oil emulsion all sizes							
with hypophosphites all sizes							
cod liver oil all sizes							
<b>Heaven Sent</b> (596 HR)							
bath cubes (6)	490	..	..	..	7	9	
bath salts ..	492	..	..	..	12	9	
dusting powder tin ..	488	..	..	..	8	0	
drum ..	486	..	..	..	14	0	
spray bottle ..	487	..	..	..	8	0	
hand lotion ..	494	..	..	..	10	0	
perfume crystal bottle	484	..	..	..	49	0	
perfume mist spray ..	482	..	..	..	19	0	
handbag spray ..	483	..	..	..	18	0	
skin perfume spray ..	480	..	..	..	14	0	
soap, complexion (3) ..	496	..	..	..	7	9	
bath (3) ..	497	..	..	..	12	6	
<b>Histostab</b> (147 Boots)							
tablets 0.1 gm ..	25	..	..	..	..	..	..
<b>Jectofer</b> (68 AH)							
ampoules 100 mgm x	..	5	15	3ea	..	23	0
2 mils ..	..	10	28	3ea	..	42	0
	50	129	5ea	..	194	0	
<b>Liverdex</b> (179 BDH)							
ampoules 2 mils ..	6	84	0	..	10	6	
	25	324	0	..	40	6	
<b>Livogen</b> (179 BDH)							
.. 4 oz	52	0	..	..	6	6	
500 mils	204	0	..	..	25	6	
2 litres	732	0	..	..	91	6	
<b>Medac</b> (502 Genatosan)							
cream ..	..	26	0	7	2	4	0
soap ..	..	24	0	6	7	3	6
<b>Oranjucide</b> A-D (445 FK) all sizes							
<b>Penbritin</b> (1393 BRL)							
capsules ..	20	63	4ea	..	..	TS	
	100	306	8ea	..	..	TS	
	500	1480	6ea	..	..	TS	
<b>Radio-Malt</b> (179 BDH) jar	1 lb	32	0	..	3	10	
	2 lb	56	0	..	6	10	

<b>Serenace</b> (1121 Searle)							
ampoules 5 mgm/ml ..	6	22	4ea	6	2ea	39	8
	25	84	11ea	23	4ea	150	8½
tablets 1.5 mgm ..	50	18	10ea	5	2ea	33	5
	250	87	1ea	23	11ea	154	6½
	1000	326	8ea	89	10ea	579	10
<b>Sheer Genius</b> (813 MF)							
powder cream tube ..	..	44	0	20	11	7	5
<b>Solavite</b> (208 BW)							
vit. D injection (vet.)	..	140	0	..	..	17	6
<b>Sulphamezathine</b> (649 ICI)							
tablets 0.5 gm ..	500	346	0	..	..	43	3 †s4B
	1000	678	0	..	..	84	9 †s4B
	5000	267	0ea	..	..	400	6 †s4B
<b>Sultrin</b> (922 Ortho)							
triple sulfa cream	..	120	0	..	..	15	0
with applicator ..	..	100	0	..	..	12	6
tube only ..	..	..	..	..	..	..	..
<b>Sunnimax</b> (1309 Warne)							
tablets ..	100	32	0	..	..	4	3
<b>Tabalgin</b> (1320 WP)							
tablets ..	2500	118	9ea	..	..	178	2
<b>Taumasthman</b> (1301 WM)							
tablets ..	60	61	0	..	..	..	..
	250	191	0	..	..	..	..
<b>Triple Sulfa</b> (922 Ortho)							
<b>Two Step</b> (509 Gibbs)							
shampoo sachet ..	..	7	5	2	0	1	0
bottle ..	..	24	0	6	5	3	3

THIS WEEK'S CHANGES  
AT END OF LIST

AMENDMENTS TO KEY TO SUPPLIERS:

- (86 Barelay)=BARCLAY & SON, LTD., 37 Devonshire Place, Brighton, Sussex. Brighton 62251.  
(120 BGP)=B.G.P. COSMETICS, LTD., 7 Kensington Church Court, London, W.8. Western 2529.  
(270 EC)=ERIC C. CLEAVER, 3, Warser Gate, Nottingham. Nottingham 54917.  
(530 JG)=JOHN GOSNELL & CO., LTD., Ballards Old Brewery, Bell Lane, Lewes, Sussex. Lewes 3772.  
(542 Griffin)=DAVID GRIFIFN, LTD., Wimborne Road, Poole, Dorset. Poole 850/1.  
(632 Hudson Knight)=HUDSON & KNIGHT, LTD., 6a Tudor Street, London, E.C.4. Fleet Street 8231.  
(777 Luckstone)=THE LUCKSTONE CO., LTD., 15 Park Row, Leeds.  
(803 MR)=MARTIN RUSSELL, LTD., 26 George Street, St. Albans, Herts. St. Albans 55894.  
(855 Mondart)=MONDART, LTD., Berkeley Square House, Berkeley Square, London, W.1. Mayfair 8030.  
(870 MV)=MUNRO VITAREX, LTD., 79 Norwood High Street, London, S.E.27. Gip. 1105.  
(1071 Robins)=A. H. ROBINS CO., LTD., Foundry Lane, Horsham, Sussex. Horsham 60361.  
(1129 Shadforth)=SHADFORTH PHARMACEUTICAL CO., LTD., 2 Heath Park, Gidea Park, Essex. Hornchurch 46462.  
(1142 Starnaps)=STARNAPS, LTD., 34 Marion Crescent, St. Mary Cray, Kent. Orpington 26047.  
(1309 Warne)=E. E. WARNE & CO., White Lion Road, Amersham, Bucks. Little Chalfont 2094.  
(1319 WEHC)=WEST END HAIR CO., 14 Shepherds Bush Green, London, W.12. Shepherds Bush 1443.  
(1368 Ries)=B. H. RIES, LTD., 19 Hatton Garden, London, E.C.1. Holborn 5726.

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time  
A=Advanced, R=Reduced.

Entries new this week are marked thus:—●

<b>Corr.</b> No. 90 (548 Guerlain)							
ereme hydratante ..	12	Sea	7	0ea	26	0	
hair lotion ..	6	2ea	3	5ea	12	9	

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Corr.	tablets ..	25	18	0	5	0	2	8	†
		100	46	0	13	0	6	10	†
	<b>Levophed</b> (97 Bayer)								†s4B
	<b>Limmits</b> (1262 UL)		35	3	..	..	3	11	
	<b>Lutocyclin</b> (262 CIBA)								†s4B
	<b>Marplan</b> (1074 Roche)								†s4B
R	<b>Mascetin</b> (938 PD)								
	(vet.) 3.5 mil tube	12	342	0	..	..	42	9	TS
	<b>Melsedin</b> (147 Boots)								†s4B
	<b>Mephine</b> (1352 Wyeth)								†s4B
	<b>Micryston</b> (718 LAB)								†s4B
A	<b>Morhulin</b> (1007 PL)								
	ointment ..	1½ oz	27	0	8	0	3	8	
		350 gm	123	0	..	..			
	powder ..	4 oz	27	0	8	0	3	8	
Corr.	suppositories ..	12	31	6	9	0	4	3	
A	<b>Morhulinol</b> (1007PL)								
	ointment ..	1½ oz	27	0	8	0	3	8	
	<b>Multrate</b> (499 Richter)								
A		40 oz	20	10ea	..	..	31	3	
A		80 oz	39	4ea	..	..	59	0	
R	<b>Narphen</b> (1154 S&N)								
	ampoules 2mg/ml	10	10	0ea	..	..	15	0	DD
		100	80	0ea	..	..	120	0	DD
	<b>Nembudeine</b> (2 Abbott)								
Corr.	Filmtabs ..	100	11	4ea	..	..	17	0	TS
A	<b>Numol</b> (902 Numol)								
	4 oz	31	6	..	..	..	3	6	
	8 oz	49	6	..	..	..	5	6	
	1 lb	72	0	..	..	..	8	0	
	2 lb	139	6	..	..	..	15	6	
Corr.	<b>Paratex</b> (499 Richter)								
	6 oz	24	0	7	0	3	7	†	
	16 oz	56	0	15	0	8	3	†	
	40 oz	128	0	..	..	..	16	0	†
A		2 lb	20	6ea	..	..	30	9	†
A		80 oz	20	6ea	..	..	16	0	
A	<b>Parivitan</b> (499 Richter)								
	40 oz	128	0	..	..	..	16	0	
	80 oz	20	6ea	..	..	..	30	9	
Corr.	<b>Phisohex</b> (97 Bayer)								
	150 mils	88	0	24	0	13	0		
	4 litre	100	0ea	27	6ea	177	6		
	<b>Pitocin</b> (938 PD)								†s4B
	<b>Piton</b> (917 Organon)								†s4B
	<b>Pitressin</b> (938 PD)								†s4B
	<b>Pituitrin</b> (938 PD)								†s4B
	<b>Plesmet</b> (276 C&C)								
A	tablets ..	100	36	0	..	..	4	6	
	<b>Plus-2</b> (1034 R&P)								
A		2 lb	76	0	..	..	9	6	
R		7 lb	156	0	..	..	19	6	
	<b>Pregnyl</b> (917 Organon)								†s4B

	<b>Primolut depôt</b> (1107 SAGB)								†s4B
	<b>Primolut i.v.</b> (1107 SAGB)								†s4B
	<b>Primolut N</b> (1107 SAGB)								†s4B
	<b>Progesterone</b> (917 Organon)								†s4B
	<b>Progestin</b> (179 BDH)								†s4B
	<b>Progestin</b> (917 Organon)								†s4B
	<b>Progestoral</b> (917 Organon)								†s4B
	<b>Saville</b> (1105 Saville)								
●	skin perfume cocktail ..	112	57	0	31	4	9	9	
	<b>Seaglow</b> (1222 TP)								
R	briny baths ..	1	5	6	1	6	9		
		8	22	0	6	0	3	0	
	<b>Secrosteron</b> (179 BDH)								†s4B
	<b>Serogan</b> (179 BDH)								†s4B
	<b>Shell</b> (1405 UGS)								
R	Shelltox aerosol ..	5 oz	..	..	..	..	3	9	
R		12 oz	..	..	..	..	6	11	
Corr.	household spray ..	8 oz	..	..	..	..	2	6	
		128 oz	..	..	..	..	22	0	
Corr.	<b>Six-Six</b> (1188 Steiner)								
	perfume ..	80	6	44	3	13	9		
R	Sulphadimidine (971 PSMB)								
	tablets 0.5 gm ..	500	346	0	..	..	43	3	†s4B
	<b>Synapoidin</b> (938 PD)								†s4B
	<b>Syntocinon</b> (1098 Sandoz)								†s4B
	<b>Tenuate</b> (838 MN)								†s4B
Delete	<b>Tenuate Dospan</b> (838 MN)								†s4B
	<b>Teropterin</b> (746 Lederle)								
	<b>Thymophysin</b> (221 Camden)								†s4B
	<b>Thytropar</b> (61 APC)								†s4B
Corr.	<b>Trancopal</b> (97 Bayer)								
	tablets ..	15	84	0	23	0	12	5	
		60	228	0	63	0	33	9	
		300	84	0ea	23	1ea	149	1	
A	<b>Trephenium</b> (394 Duncan)								
	50 mg/ml 20 mils ..	6	850	0	234	0	125	9	†s1
	<b>Villescon</b> (154B)								†s4B
●	<b>White Mink</b> (1188 Steiner)								
	perfume purser ..	86	6	47	7	14	9		
	de luxe ..	322	0	177	1	55	0		
	talcum powder ..	45	0	24	9	7	9		
	toilet water ..	62	9	34	6	10	9		
		105	6	58	0	18	0		

AMENDMENTS TO KEY TO SUPPLIERS:

(791 Mallpas) = MALLPAS PHARMACEUTICALS, LTD., 28 Saville Row, London, W.1. Regent 0601.

Since the September issue of the Quarterly Price List went to press there has been a change in the poisons law. Products affected are listed in this week's changes. The price columns are left blank unless any change of price has occurred.

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THE Information Department at 28 Essex Street, London, W.C.2, undertakes to give to subscribers the sources of supply of products within the pharmaceutical industry and to provide information on technical problems.

Inquiries sent to the department by post should be accompanied by a stamped addressed envelope. Inquiries may also be put by telephone : CENTral 6565.

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TELEPHONE CENTRAL 6565

## Rates and Valuation Lists

LOCAL rate authorities are about to complete new valuation lists to take the place of the current ones (in operation since April 1956). As readers are aware, rates are payable on the rateable value of a property, and the amount requested will depend on the poundage fixed by the local authority for that year.

To interpret what is meant by rateable value one must understand the meaning of "gross value" and "net annual value." To determine the gross value one must estimate the amount of yearly rent which a tenant would pay for the property on the basis that the tenant paid the rates and water rates on the property, and that the landlord was responsible for the cost of repairs, insurance, and other expenses necessary to maintain the property in such a state as to command that rent. So far as shops and non-industrial premises are concerned, net annual value is determined by making specified deductions from the gross value. Those deductions are shown on the accompanying table. So far as factories, and other premises of a similar character, used wholly or mainly for industrial purposes, are concerned, the net annual value is ascertained in the same way as the gross value but with the qualification that the burden of repairs and insurance and other expenses (in addition to the burden of the rates), is accepted by the tenant instead of the landlord. Accordingly all that is necessary in such circumstances is to deduct from the yearly rent which the tenant would pay on the basis of having to pay rates the average annual cost of the repairs and insurance. After studying the table, anybody wishing to object to an assessment should first examine the Valuation Lists at the local Town Hall or Council office in order to confirm the assessment that is considered too high. The next step is to make a "proposal" on the form obtainable from the local authority, in which must be stated the figure the objector considers should be inserted in the valuation list as the gross value (or net annual value). In addition, it is necessary to state the grounds on which the figure appearing in the Valuation List has been challenged (it would be insufficient to say that the figure was "excessive" and "incorrect"). The form should then be sent to the local valuation officer, who may take one of three courses. He may accept the figure, in which event the Valuation List will be amended, or he may try to arrive at a settlement, or he may disagree. If he takes the third of those courses, the matter will come before the local valuation court,

GROSS VALUE	DEDUCTION FROM GROSS VALUATION	
	OUTSIDE LONDON	LONDON
Not exceeding £15	40 per cent. of gross value.	40 per cent. of gross value.
Exceeding £15 but not exceeding £20	£6, together with 30 per cent. of the amount by which the gross value exceeds £15.	£6, together with 30 per cent. of the amount by which the gross value exceeds £15.
Exceeding £20 but not exceeding £40	£7, or 25 per cent. of the gross value, whichever is the greater.	£7, together with 25 per cent. of the amount by which the gross value exceeds £20.
Exceeding £40 but not exceeding £100	£10, or 20 per cent. of the gross value, whichever is the greater.	£12, together with 20 per cent. of the amount by which the gross value exceeds £40.
Exceeding £100	£20, together with 16 $\frac{2}{3}$ per cent. of the amount by which the gross value exceeds £100.	£24, or £20, together with 16 $\frac{2}{3}$ per cent. of the amount by which the gross value exceeds £100, whichever is the greater.

at which the objector can appear, give and call evidence, and argue the case. When that court has given its decision, either the objector or the valuation officer may take the case further by appealing to the Lands Tribunal from whom again there can be an appeal on a point of law. It is possible, and often necessary, to obtain legal advice, and to consult expert rating surveyors to assist in the presentation of the case.

Where does the local Council come in? Well, it may side with the local valuation officer, or—surprisingly—may side with the objector and support his case.

## A Handicap on Exports to Belgium

REDUCTIONS in the prices of medical and veterinary pharmaceutical specialities are enforced by new legislation recently introduced in Belgium and affecting both locally manufactured and imported products (see p. 304).

So far back as April 1953 the maximum retail selling price for imported specialities was fixed at one-and-a-half times (150 per cent.) of the legal retail price of the product in the country of origin. In June 1959 the scale was reduced to 135 per cent. for finished specialities and 140 per cent. for bulk products imported for local packaging, whereas 114 per cent. applied to those originating in the Benelux countries and special rates of 160 and 170 per cent. were allowed on French products up to the end of that year.

The latest reductions, effective since August 1, reduce the maximum selling price by a further 12 per cent., the 135 per cent. becoming 123 per cent. and the 140 per cent. being reduced to 128 per cent. The figure for a locally made speciality with an original equivalent in a foreign country is also 128 per cent., but specialities made in Belgium, as the result of research carried out in that country, are allowed up to 140 per cent. for a period of five years. The wholesaler's mark up is limited to 12 $\frac{1}{2}$  per cent. of the price to the retailer, while the latter's profit is held at 30 per cent. of the retail price. Even under the 1959 scale some importers of United Kingdom products were said to be making only 6 $\frac{1}{2}$  per cent. to 8 per cent. profit when allowing for distribution and advertising costs. It is alleged that the further

12 per cent. reduction will result in a loss and make it unprofitable for them to handle British products.

The cost of making a pharmaceutical speciality available in Belgium is substantially higher than in the United Kingdom, largely because of the high duties and transmission taxes charged at each stage of distribution. It seems likely, however, that the recent price reduction was imposed in Belgium because of a corresponding reduction in import duties on products brought in from other countries in the European Economic Community. Quite clearly, when import duties are lower, the price differential between Belgium and the country of origin can be smaller. Unfortunately, U.K. specialities still pay the full rate of duty, and the price reduction, which may be justified in the case of Belgian imports from E.E.C. countries, is loaded against U.K. products. Furthermore until the U.K. officially enters the E.E.C. such duties will increase progressively. It is true that, under Article 14 of the Belgian Decree of June 28, 1961, there is provision for importers to apply on behalf of their overseas principals for exemptions from the Ministry of Economic Affairs and Energy if exceptional circumstances appear to warrant higher prices than those laid down officially. Although in theory such higher prices may be granted, U.K. pharmaceutical manufacturers have in the past complained of the lack of a sympathetic hearing when they have

argued that distribution costs are low in U.K. in comparison with those on the Continent, and that the expenditure covering wholesalers' profits and retailers' margins are kept to a minimum. The Belgian authorities could rightly argue that the new discrimination is provided for in the Treaty of Rome, and that members of the European Free Trade Area should expect this development.

The new regulations thus favour specialities emanating from Switzerland and the U.S.A., where the margin between the "ex-factory" price and retail price is much higher. For example, the pharmacist's uplift in Switzerland can be as high as 60 per cent.

The value of British exports of pharmaceuticals to Belgium in 1960 amounted to the high total of £803,777 (and the corresponding figure up to July 1961 was £699,699. Unless local importers are successful in obtaining reliefs on behalf of their U.K. principals, it seems unlikely that that valuable trade can be maintained. Perhaps the handicap faced by U.K. exporters in those overseas countries such as Belgium, in which the price structure of foreign specialities is governed by the public price in the country of origin should be brought forcibly to the notice of the President of the Board of Trade and Minister of Health, as U.K. prices are lower than those on the Continent, notwithstanding arguments to the contrary.

## NEW FILMS AND FILMSTRIPS

### Cross-Infection No. 1: Prevention of Infection in Operating Theatres

*Camera Talks*, 23 Denmark Place, London, W.C.2.  
Filmstrip in colour.

THE timeliness of a film strip bearing such a title needs little stressing. How long the series is to be is not known, but only one aspect is dealt with in this, the first, namely rubber gloves and their testing for punctures. The common method of inflating the glove and holding it against the face is branded as unreliable and contrasted with a method demonstrated in the film and vouched for as reliable by Dr. R. Blowers (Public Health Laboratories, Middlesbrough) who supervised the production of the strip.

### Aerosols in Medicine

CYGNET FILMS for Riker Laboratories division of Vantorex, Ltd., Loughborough, Leics. 16-mm. Sound/colour (Ektachrome; copies on Kodachrome stock). Running time: 22 minutes.

THE use of aerosols in medicine is a fairly recent development and the purpose of the film is to provide members of the medical, pharmaceutical and nursing professions with a general background to the subject—how they work, how they are formulated, indicated uses, and so on. The film defines the term "aerosol" and explains how aerosol products differ from other pressure pack devices such as the soda siphon and the fire extinguisher. It outlines the special problems involved in the manufacture of aerosol products by including production-line sequences. Medical uses of internal and external aerosols are discussed, and their advantages over conventional modes of application demonstrated. Their limitations are also pointed out. Most of the medicinal aerosols at present available have been designed for external application (local anaesthetics, corticosteroids, plastic dressings, antibiotics, antiseptics and skin protectives). Before the technique could be employed in medicine for internal use it was necessary to find some way of controlling dosage and that led to the development of a measuring valve. The film points out that the Riker Medihaler was the first aerosol device delivering a measured dose to be made available for inhalation therapy. Applications to borrow the film should be made to the Medical Services Department, Riker Laboratories, Loughborough, Leics.

## MEDICAL ABSTRACTS

### ANTIBIOTIC PROTECTION OF WOUNDS

ABOUT 75 per cent. of post-operative wound infections are caused by *Staphylococcus aureus* alone or with various coliform organisms. At Kent and Canterbury Hospital, an acute general hospital, attempts were made over a four-year period to reduce prophylactically the likelihood of sepsis, by local applications during surgery of a multiple antibiotic spray containing neomycin, polymixin B and bacitracin\*. Forbes (*Lancet*, 1961, II, 505) reports that as a result the infection-rate following operations fell progressively from 6.7 per cent. in 1957 to 1.8 per cent. during 1960. The incidence of infection among wounds treated with the spray was less than half that in untreated wounds. For a test period during the summer of 1960 the spray was deliberately withheld. There was a steep rise in the rate of infection, which fell again to the previous level when spraying was resumed.

\*Polybactrin (Calmic, Ltd., Crewe, Ches).

### PYRIMETHAMINE IN ERYTHRÆMIA

ERYTHRÆMIA, also known as polycythæmia rubra, is a disease of the blood stream and spleen caused by excess production of erythrocytes. It has been treated by such methods as venesection, administration of hæmolytic drugs, exposure to irradiated phosphorus and, occasionally, by giving alkylating agents. Pegg and Ford (*Brit. med. J.*, 1961, II, 617) have found that pyrimethamine\*—a chemical inhibitor of nucleic acid synthesis normally given as an antimalarial—offers an effective form of oral treatment. In five patients treated for periods of seven months to two years, excellent clinical and hæmatological remissions were obtained and maintained in all cases, with minimal side effects. There was wide variation in individual response to the drug (optimum dosage ranged from 25 to 75 mgm.). The potential toxicity of pyrimethamine necessitates meticulous hæmatological control, particularly at the beginning of treatment.

\*Daraprim (Burroughs, Wellcome & Co.).

PLAN AND GROWTH: "France has had three successive four-year plans since the war. . . . During this time it has achieved a rate of economic growth at least double that of the United Kingdom. . . . It is my impression . . . that the French joint planning procedure must have contributed something to France's rapid economic development." — From "Economic Planning in France" (*Political & Economic Planning*, London, S.W.1, price 5s.).

# *A History of the* BRITISH PHARMACEUTICAL CONFERENCE-4: THE YEARS 1878-81

E. H. SHIELDS

THE fifteenth annual meeting of the Conference began in the Great Hall of the King and Queen's College of Physicians, Dublin, on August 13, 1878, with Mr. G. F. Schacht in the chair. Preliminary business was of a routine nature, but it may be noted that the sale of Mr. Hyde Hills's £200 in Russian Bonds had realised £159 5s., which was promptly invested in 3 per cent. Consols, then standing at 96½. Mr. Siebold's editorship of the Year-book was confirmed, on the understanding that his work would be completed in time for publication on December 1 each year. Apparently the previous difficulties in Irish pharmacy had been overcome, for the gathering included visitors from Ulster. There was a good muster from the adjacent island, with the result that the meeting in Dublin ranked fourth in order of numbers attending. The following table is taken from the *C. & D.*, September 14, 1878:—

ATTENDANCE AT MEETINGS OF THE BRITISH PHARMACEUTICAL CONFERENCE SINCE ITS FOUNDATION

Year	Place	Local	Visitors	"Doubtful"	Total
1863	Newcastle-on-Tyne	2	22	—	24
1864	Bath (first annual)	18	31	11	60
1865	Birmingham	35	38	—	73
1866	Nottingham	46	38	—	84
1867	Dundee	36	35	—	71
1868	Norwich	20	38	19	77
1869	Exeter	10	49	10	69
1870	Liverpool	44	126	—	170
1871	Edinburgh	32	84	—	116
1872	Brighton	36	101	—	137
1873	Bradford	30	74	—	104
1874	London	90	85	—	175
1875	Bristol	38	89	—	127
1876	Glasgow	34	142	—	176
1877	Plymouth	49	88	—	137
1878	Dublin	50	97	—	147

Mr. Schacht's presidential address was on the "Business Life of a Pharmacist" according to his own title but it had more to do with his mental development from apprenticeship onwards, with philosophic comments by the way. Some members took it as autobiographical, but the speaker disclaimed any such intention; he had simply given a sketch of a typical pharmacist's life. In the eyes of Mr. Schacht it could be a good life, and the form he saw was that of a man "charged with an exalted sense of duty, filled with human sympathy, well informed in general knowledge, accurately informed in the special knowledge of his art, with habits drilled to exactitude and care, and fingers trained to dexterity and neatness, and covering all with an imperious determination to do the right thing." Perhaps there was more of autobiography there than Mr. Schacht would care to admit.

## *A Plea to Use the Microscope*

The papers included a fourth report on the aconitine alkaloids by Dr. Alder Wright, then in sole charge of the investigation, followed by critical comments from Dr. Paul, who distrusted the conclusions. Mr. Thomas Greenish pleaded for a more systematic use of the microscope, illustrating his arguments by specimens of the senega root of

commerce. Mr. Benger wanted more authoritative formulas for non-official preparations—violet powder for example: some chemists sold it with a starch basis; others used talc. He himself preferred the talc, but certain public analysts insisted on starch. In the discussion, Dr. MacSwiney hinted that his pharmacist friends were invading the physician's sphere, only to be disarmed by Dr. Attfield's tactful comment that the pharmacist was always ready to be advised by the physician: "Would Dr. MacSwiney enlighten the meeting"? Professor Tichborne, Dublin, speaking on "Adulteration of Drugs," produced such an array of counterfeits as to overstate his case; one commentator suggested that the professor had been searching for impure drugs like a Diogenes with his lantern looking for an honest man. Mr. A. W. Postans produced an "improved" extract of ergot that attracted more criticism than enthusiasm until the ever-tactful Dr. Attfield pointed out that knowledge of the basic chemistry of ergot was still lacking. Mr. Charles Umney seized with delight on figures provided by Mr. Ekin of the strength (or weakness) of cinchona preparations, and Mr. Brady added practical confirmation. Quinine makers, he said, were very ready to buy residues from pharmacists who had exhausted (?) the bark by the official process for the liquid extract. After two days of those and similar discussions the meeting was pleasantly rounded off with a trip by special train and jaunting cars to Devil's Glen and Glendalough, and a banquet, described as sumptuous, in the Exhibition Palace.

## *A Further Year as Secretary*

When the Conference met at Sheffield in August 1879, with Mr. Schacht still in the chair, 356 new members were elected, but the effective total remained at about the 2,000 mark. In preceding months every unenrolled pharmacist had received an invitation, and every defaulting member a reminder and an admonition. The committee announced with regret that Dr. Attfield wished to resign the secretaryship but that, at the committee's earnest request, he had agreed to continue to serve for a further year in order to give time for a more adequate consideration of the issues involved: they could not hope for another such secretary at short notice. The accounts for the year showed a credit balance of £70 16s. after a grant of £50 in aid of research, whilst the general financial statement disclosed assets amounting to £362 4s. 5d. The Bell and Hills Library Fund was in a similar happy position, with assets approaching £355.

With self-pity in his voice and, no doubt, a twinkle in his eye, Mr. Schacht referred to the unfortunate lot of a chairman compelled by custom to give a second address "when the interest of those who listen is sadly diminished." Having dealt with a pharmacist's view of pharmacy, he turned to that of the general public, and found it much less satisfactory. Public ignorance was misinformed by public prejudice. Pharmacists were "oddly enough accused of making very small incomes out of very large profits." It was quite correct to make use of their shops "for any purpose not demanding a fee." He argued that the best policy was to secure a

juster appreciation of their work from the medical profession; public recognition would then follow automatically. For both professions there should be similar standards of preliminary education and similar examinations in basic subjects. A lofty indifference to the pharmaceutical sciences was a serious loss to the art of medicine.

### *The Right Sort of Papers*

During the year Dr. Alder Wright had continued his researches on aconitine and he reported on experiments with Japanese aconite roots. Mr. J. C. Thresh compared Jamaica ginger with other commercial varieties and suggested improvements on his own previous work on soluble essences of ginger—"just the sort of papers the Conference wants" in the words of Mr. Benger. Mr. Stoddart, Bristol, had been called in to investigate the cause of death of some sheep. After following several false trails he suspected ergotism and patiently set to work to test the evidence. Whilst regretting the loss of the sheep he obviously loved such problems. Dr. Symes, Liverpool, had found the polarimeter useful in certain investigations and had been led on to make notes of the history of the instrument and to examine numerous essential oils and commercial samples of sugars. "Reading sugar solutions," he said, "is almost a profession in itself, and the French, who are sellers of sugar, usually read higher than the English, who are buyers."

On the second day Mr. D. B. Dott vigorously replied to an adverse American comment on his work on amyl alcohol and amyl nitrite as presented at the previous Conference. Mr. Bamford asserted that the best way to prevent the gelatinisation of tincture of kino was to coat the bottle with blue paper and place it in such a position that it simply had to be dusted every morning; a delightfully inconsequent discussion followed. An honorary member of the Pharmaceutical Society (Dr. N. P. Hamberg) contributed a paper, read by Dr. Attfield, on the capacity of different

only one grant of £5 was approved by the general meeting. As the resignation of Dr. Attfield could no longer be postponed, Mr. Michael Carteighe was elected to serve with Mr. Benger as a general secretary, Dr. Senior (a demonstrator at Bloomsbury Square) continuing to act as assistant at a salary of £40 a year. A general index to the Year-books and "Transactions" from 1863 onwards was approved, and it was recommended that a list of new books and pamphlets of pharmaceutical interest should be published in 1881 and in subsequent issues. The arrangement whereby the Conference automatically adopted the time and place of each annual meeting of the British Association was discussed, with all its advantages and disadvantages, and finally re-adopted.

For his presidential address Mr. Southall chose to deal with a few phases of "the abundant past" in preference to the "limitless present." The first phase was the pharmacy of Italy about the time of the Christian era, for which the works of Celsus provided good authority. The earlier books were briefly noted, with examples of medical terms that had continued into modern usage, though with some curious shifts of meaning. In Celsus the word *destillatio* signifies catarrh; *tinctus* was used only in the sense of dipped (*tinctura* did not occur); and neither *liquor* nor *solutio* was used in the modern technical sense. *Linimentum* did not then exist, though *linamentum* was present standing for lint or linen. From first to last Celsus mentioned about 400 drugs, largely though not entirely, with reference to their external uses. He steered a middle course between "the empirics who tend to place too much faith in medicines" and those who found them offensive and turned attention to diet. His *simplicia* were uncompounded drugs, *malagmata* were "something between plasters and poultices." There were twenty-nine *emplastra*, some of them similar to the current lead plaster, seven troches, mostly for external application, and various pessaries, gargles and collyria. The next phase implied a jump of sixteen centuries from Celsus to Paracelsus, "the destroyer of Galenism, a man of great genius but a most egregious quack," and the London Pharmacopoeia of 1618, with the dispensatory of William Salmon. The last was professedly a translation of the pharmacopoeia with explanations and commentaries, not always complimentary. A much shorter jump took the speaker to the first treatise on cinchona, which "fixes the date when it was brought to Rome by the Jesuits as the year of jubilee, 1650." A final step to "the gentle and respectable sobriety" of the pharmacy and materia medica of the current age was taken in the company of Dr. Canvane, Bath, Dr. Huxham, Plymouth, and Mr. Goulard, "whose name may have been written in water; it is also written in lead."



Mr. J. Williams



Mr. Michael Carteighe

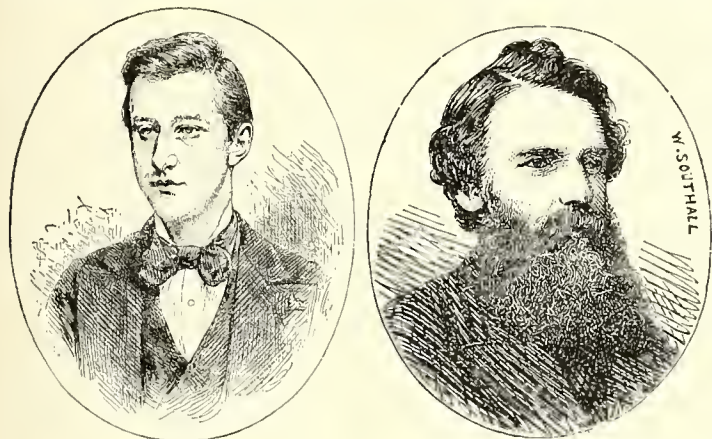
organs of the body to absorb and retain arsenic. Some of the audience found it more gruesome than entertaining. In a final session members accepted a cordial invitation to Swansea for 1880, elected Mr. W. Southall, Birmingham, to the chair (he accepted on the understanding that it was for one year only) and appointed a committee to arrange for a suitable expression of members' obligation to Professor Attfield.

In the summer of 1880 the Conference lost one of its most active and versatile members by the death of Mr. W. W. Stoddart at the early age of fifty-six, and many of his colleagues felt a sense of personal sorrow. As the *C. & D.* put it, "he lighted up at these gatherings of British pharmacy"; he was pleased to be a member and he made others pleased. The Swansea meeting thus began under a cloud. Attendance was poor (the lowest since 1869) and the prevailing mood was sad, with a tendency to be critical. The year's work had added £150 to the funds, but there was no entry in the current account for original research, and

### *Peppermint and Port*

The final pharmaceutical instalment of the Alder Wright serial on the aconite alkaloids was to be continued before the Chemical Society. Mr. Groves described the curious results recently experienced with syr. ferri iodid., and the discussion turned mainly on the impurities and variations in the sugars then in use. A paper on quinine estimations led to the query: should citrate of iron and quinine be supplied with a slight excess of citric acid, or should the dispenser be free to make any necessary adjustment in the cause of pharmaceutical elegance? Daniel Hanbury's old colleague Professor Fluckiger sent two papers from Strasbourg on buchu and peppermint oils, and Mr. Thomas Greenish suggested that it was as difficult to obtain a pure oil of peppermint as to secure a genuine port wine. The latter could only be ensured by "going to Portugal, buying a cask and sitting on it all the way home." The debate initiated by Dr. Symes, Liverpool, on new and non-official preparations traversed many arguments that have gone backwards and forwards during the years. Decennial revisions of the B.P., the institution of some standing authority to give official and semi-official approval of new drugs and their preparations (contemporary tinctures of gelsemium

were varying in strength by as much as 100 per cent.), a "sort of appendix" to the pharmacopœia for new additions and, equally important, a limbo for the old and moribund, were all suggested. There were far too many new productions, but Dr. Attfield thought that the doctrine of evolution could be trusted to apply, and that only the fittest would survive. Mr. Schacht hoped that the Conference would never try to pontificate in such matters but would simply provide a platform for discussion. The death and post-mortem examination of a small, eight-year-old specimen of *Calisaya anglica* in the greenhouse of Mr. J. E.



Mr. S. Plowman

Mr. W. Southall

Howard introduced a debate that ranged the world and included correspondence with the great Mr. Ledger himself. There had been a time when barks could be valued by expert inspection, but now only chemical analysis was to be trusted. Mr. Brady had been absent from the previous Conference, and he was virtually compelled to atone by giving his "Notes on a Journey Eastward" which developed into a series of pharmaceutical impressions of Ceylon and the Far East. He confirmed Mr. Howard's warning of increasing hybridisation in cinchona culture, but he had been given much smaller figures for total productivity in Ceylon itself. A most practical paper was that of Mr. A. W. Gerrard on "Emulsions," systematising the use of powdered acacia and introducing many generations of students to the "oil-water-gum, four-two-one" idea.

The testimonial fund to Dr. Attfield realised £192 4s., and it was used to purchase 500 volumes of general literature of his own choice and in a form, as he put it, "most pleasing to me and mine." When a secretary of Attfield's calibre retires he is apt to leave more than one gap. The honorary treasurer found that he himself had much more to do, and a new Conference account was opened with a Bloomsbury bank. A further gap appeared in the following winter, when Dr. Senier resigned his office of assistant. The two honorary secretaries (Messrs. Benger and Carteighe) needed more help instead of less, and the executive committee decided to advertise a new secretarial post carrying a salary of £100 a year. Mr. Philip Princep was appointed from a list of twenty-five applicants.

### Little Demand for Grants-in-Aid

Attendance at the York Conference (August 30 to September 1, 1881) showed a considerable improvement (168), but there was still little response to the oft-repeated offers of grants in aid of research. Only three men appeared to be interested: Messrs. H. G. Greenish, A. W. Gerrard and J. C. Thresh. The new president (Mr. Richard Reynolds, Leeds) was able to report on his participation in a recent International Pharmaceutical Congress held in London—a resounding success socially, as the *C. & D.* described it, but with little practical outcome. Mr. Reynolds began his address in reminiscent mood, explaining how, just fifty years previously, the Yorkshire Philosophical Society had held a meeting in the York Museum that had resulted in the formation of the British Association. A Leeds pharmacist, William West, one of his own predecessors in the

business in Briggate, had served on its first subcommittee on chemistry. At that time the London Pharmacopœia of 1824, was the guide for English chemists and druggists and it was instructive to tabulate and compare its contents with those of earlier and later pharmacopœias. Generalising from his table, Mr. Reynolds found the existing state of affairs reasonable. They had escaped from the absurd polypharmacy of the seventeenth century, when 600 years of the rule of tradition had come to mean nothing more than—

"Dropping buckets into empty wells"

And growing old in drawing nothing up."

The two London Pharmacopœias of 1788 and 1824 marked successive changes for the better. Much rubbish had been jettisoned and they were now building on sounder principles, greatly influenced by the rapid development of organic chemistry. Mr. Reynolds held up the text-book used by his father when attending the lectures of William Allen at Guy's Hospital in 1819. Inorganic chemistry was covered in 126 pages and organic chemistry in ten. In comparison, contemporary books were enormous and it was but natural to expect an increase in the number of preparations used in medicine. They should welcome every opportunity of co-operation with the medical profession in widening the resources of the healing art. "Let us be thankful if our minds are kept fresh by moving events rather than steeped in a condition of stagnation." The Year-book of Pharmacy and the trade Press could keep them abreast of the times, but "no arrangement can obviate the necessity for individual vigilance." Other aspects of a wide-ranging address included current trade politics, facilities for technical education, and graceful tributes to three colleagues recently departed: John Abraham, H. C. Baildon and John Mackay.

(To be continued)

## 100 YEARS AGO DRUG MARKET OPTIMISM

From the *C. & D.*, September 14, 1861

THE money market has continued in a very easy state, business being entirely confined to the actual wants of the trade; little cash has been wanted in the absence of speculative purchases. The directors of the Bank of England reduced the rate from 5 to 4½ per cent. on the 15th, and again to 4 per cent. on the 30th inst. The fine weather for the harvest, which may now be considered safe and well housed, together with the specie remittances from abroad, as well as small parcels from America, tend to give confidence to the future; and should the present unsatisfactory state of affairs in America be shortly settled we may look forward to a very extensive business being done, and a general advance in prices. The ruling prices for discount in Lombard Street on first-class paper and securities are 3 to 4 per cent. Consols have gradually advanced, and are now 93½ to 94 for money, and 93¼ to 94 for the 11th October account. There has been only a moderate business transacted in Chemicals during the past month, and prices are generally in favour of the buyer. Several parcels of tartaric acid have been sold at 1s. 8½d. per lb. Large sales have been made in yellow prussiate, at 1s. 0½d. to 1s. 1d., and now no sellers under 1s. 1d. to 1s. 1½d. Some sales of citric acid have been made at 1s. 8½d. per lb. A few parcels of oxalic sold at 8½d. to 9d., according to quality. Small lots of sal acetos sold at 10½d. to 11d., according to quality. More doing in chlorate of potass, at 10d. Bichromate remains dull at 9d. Iodine is dull at 4½d. to 5d.

[For today's prices of some of the above chemicals see Trade Report, p. 319.]

"NO LIMITS TO MINISTRY AUDACITY": "Sometimes women patients need extra large [elastic] stockings. There is no provision under the National Health Service whereby pharmacists can recover their additional expenditure on such out-size stockings. . . . The Ministry has now accepted that the pharmacist should be repaid for his extra expenditure on out-size stockings, but—believe it or not—puts forward the condition that the pharmacist shall fill in a form recording certain leg measurements of each patient who requires out-size stockings."—Mr. J. Wright (secretary, Central N.H.S. Committee).

# YORKSHIRE PHARMACISTS ENDORSE FEES CLAIM

## Unanimous support for Central N.H.S Committee

ABOUT 200 Yorkshire pharmacists attended a meeting at Harrogate on the afternoon of Sunday, September 10, convened by the West Riding Pharmaceutical Committee "to deal with the recent claim made to the Minister of Health for increased remuneration."

MR. G. A. HUTTON (vice-chairman of the Committee) presided. He introduced the members of the Committee on the platform and Mr. T. Heseltine (secretary of the Committee) introduced the guest speakers: Messrs. George Graham (chairman, Central N.H.S. Committee), Harry Steinman (a member of the Committee) and Joseph Wright (its secretary).

### Progress Report

Outlining what had happened since the claim for a professional fee and for increases in the container allowance, etc., had been lodged with the Ministry, MR. GRAHAM dealt with the Committee's public-relations campaign and with the results of the many meetings of chemist contractors that had been held throughout England and Wales in recent weeks. The amount of favourable Press publicity that had been given to the claim had exceeded, he said, the expectations of the Committee, and there had been practically no adverse publicity. At meetings up and down the country chemist contractors had shown that they were solidly behind the Central N.H.S. Committee in the claim for a professional fee and for other increases. In the course of his talk Mr. Graham demonstrated in a simple yet effective way what was the approximate average cost per person in the country of the pharmaceutical services — by breaking a cigarette in half and holding up one half—"about 1.2d. per person per day, the value of half a cigarette, is the average."

MR. WRIGHT recalled that, when the Public Accounts Committee of the House of Commons had reported in 1958 that chemists had made "unintended profits" out of standard drugs, large headlines had appeared in many newspapers up and down the country followed by references to "improper and substantial concealed profits." In a report published in August, the Public Accounts Committee had again referred to hidden profits, but on that occasion, apart from brief quotations from the report in three or four newspapers including only one national "daily," no publicity had been given to the report. That was no doubt due to the fact that the Press had previously been given by the Central N.H.S. Committee a picture of the true position in retail pharmacy, and editors were therefore better able to assess the evidence on which the report had been based. One heartening feature of the present position, said Mr. Wright, was the liaison that had been developed between the Central N.H.S. and N.P.U. Executive Committees and the Pharmaceutical Society, the Association of British Pharmaceutical Industry and the Guild of Public Pharmacists. Close liaison between those bodies, he said, would undoubtedly be

of benefit to pharmacists generally.

In the subsequent discussion a number of questions were asked about particular aspects of the public-relations campaign, about what support had been forthcoming from the Council of the Pharmaceutical Society, and about the dispensing of urgent prescriptions and prescriptions ordering oxygen. Mr. Graham welcomed a number of suggestions as to public relations, and reminded those present that an invitation had been extended to them in the first issue of *The Pharmacist* to send items of interest for publication in future issues. Messrs. Steinman and Wright explained the position of the Pharmaceutical Society in the matter.

On oxygen, Mr. Wright said that remuneration for the supply of oxygen and the hire of oxygen therapy equipment was being dealt with as a completely separate problem. The oxygen subcommittee had met at regular intervals recently, and in the fairly near future a claim would be put in to the Ministry.

The meeting unanimously carried a resolution "That this meeting of Yorkshire pharmacists fully supports the Central N.H.S. Committee in the action taken so far, and pledges support of any future action that the Central N.H.S. Committee may recommend to bring about an early settlement of our just claims."

## MORE CONSUMER TESTS

### Hair driers, discount stores and a new tooth-paste

THE September issue of *Which?*, the journal of the Consumers' Association, Ltd., reports on hair driers, a new tooth-paste, and discount stores. Twenty domestic hair driers were tested to see how quickly, conveniently and safely they dried the hair, and their individual advantages and disadvantages were assessed. Nine proved to be more convenient than the others, though none was outstanding. Three were found heavy and tiring to use and five had hoods that users found could not be considered completely satisfactory. The Association applied clauses of the British Standard (B.S. 3296:1960) to test the electrical safety of the driers. Only one, the Ronson, was completely satisfactory; in the others, however, only small defects were found in all but one. The Moulinex was regarded as potentially dangerous and was "not recommended." *Which?* considers there is scope for considerable improvement in the level of electrical design. To assess "value for money," the hair driers tested were divided into slow-drying and quick-drying types. Of the slow driers, the Pifco Princess and the Bridges Luxury Life were considered to have most advantages, but the Association believes that in general a quick is better than a slow drier. It can, if necessary, always be held further away from the head. Amongst the quick driers, the Morphy Richards HDA2 was selected as the "best buy." Two others, the Ormond E1500 and the Bylock Dryad, were considered to give good value, and for those who require a drier only, without stand or other attachment, the Ormond E1500 was regarded as the best value for money.

The issue also gives details of what is described as "a new phenomenon in U.K. shopping — discount stores." Grandways, Leeds, whose merchandise includes hardware and electrical goods, offers cut prices on the strength of economies in site, labour and services. "But the store's success was threatened by manufacturers who, in wishing to enforce resale price maintenance, withdrew the supply of their goods or obtained an injunction." Under pressure from manufacturers and local retailers, the local *Yorkshire Evening*

*Post* refused Grandways advertising. The discount store in Southend, Keddie's Supa Save, has also been threatened by manufacturers.

The Association is of the opinion that discount houses will succeed and increase in number in Britain, in spite of resale price maintenance and in spite of different shopping habits from the American. The lack of amenities and service the stores offer is, it suggests, offset by immediate, "and sometimes quite sizeable," financial savings. An example cited is of a hair dryer (Morphy-Richards HDA2), which was sold at 12s. 2d. and 8s. 2d. less than the list price at the Leeds and the Southend store respectively.

Commenting on the launching of a new tooth-paste containing stannous fluoride (Crest) in this country, the Association quotes a statement issued by the American Dental Association in 1960 that "Crest has been shown to be an effective anti-carries dentifrice that can be of significant value when used in a conscientiously applied programme of oral hygiene and regular professional care."

*Which?* points out that, as all the data is American, and no trials have been carried out in this country, "it is difficult for the British Dental Association to comment on the matter." *Which?* hopes that independent investigations will be carried out. The conclusion in the meantime is that it is "the cleaning of the teeth, and not the tooth-paste used, that helps against dental decay."

## Correspondence

### Meeting the Doctor's Wish

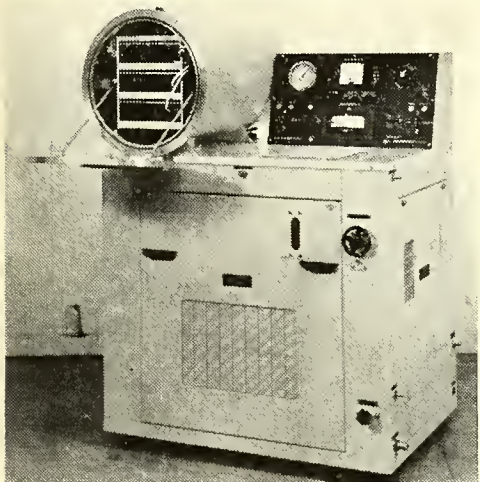
SIR,—I was particularly interested in E. C. Tenner's remarks in "Open Shop" (C. & D., September 9, p. 268). I have, since reading it, received a prescription for Caps Chloromycetin marked by the doctor, "N.P. and expiry date." But there does not appear to be an expiry date on either of the 2 x 100 tins of Chloromycetin capsules I have in stock. So how does one comply with that particular request?

RICARDO

## EQUIPMENT AND ACCESSORIES

**Fire Extinguisher.** — The Antifyre Pistole extinguisher made by Antifyre, Ltd., Shaftesbury Road, Acton, London, W.3, is available as a model (model B) weighing only 2½ lb. and so compact that it may be used in one hand.

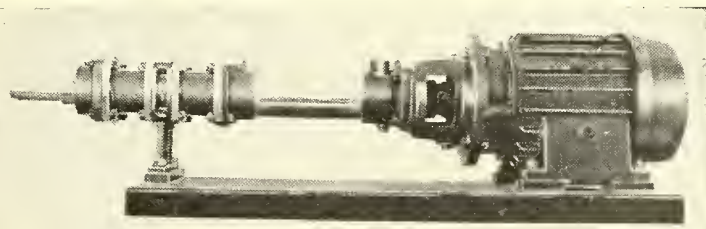
**Freeze-drying Plant.** — The 30 PIT vacuum shelf drier manufactured by Edwards High Vacuum, Ltd., Crawley, Sussex, is a compact, self-contained unit designed to meet the need for a re-



search and pilot plant for use at stages before larger driers are called for. It has a total shelf area of 4½ sq. ft. Each shelf can be provided with a pneumatically operated stoppering device enabling a full load of vials to be sealed off under vacuum when drying is completed.

**Production Homogeniser.** — Ultrasonics, Ltd., announce the introduction of the Dispersonic, another in their range of ultrasonic homogenising and dispersing units based on the patented principle of the "liquid whistle." The Dispersonic has been specially designed for the high speed dispersion of powders in liquids. With it, emulsions containing solids which would rapidly wear out conventional equipment, can efficiently be produced. In operation rough mixes of powders in liquids or emulsions are passed in a thin stream at high velocity across a blade which is thus caused to vibrate at its natural frequency of 18-22 kc/s. Cavitation is induced and extremely high localised pressures applied within the liquid

Dispersonic production homogeniser capable of a throughput of 300 gall. per hour. (Ultrasonics, Ltd., Westgate, Otley, Yorks.)



stream. The Dispersonic consists of the vibrating element and an integral pumping unit driven by a direct coupled 3 h.p. motor. All stainless steel construction permits high standards of hygiene. Mounted on a steel baseplate it takes up only 5 sq. ft. of floor space. The throughput is approximately 5 galls. per minute. There is no aeration of the product, nor is there any heating

effect as all sonic energy is used for dispersing.

**With Prepurifier.** — For ultra pure water in pharmacy or manufacture, or for general laboratory work and re-



search, the Elgastat E101, manufactured by Elga Products, Ltd., Lane End, Bucks, provides purified water instantly and at high flow rates. The raw water is first passed through a prepurifier, which removes the bulk of the dissolved solids from the raw water; the prepurifier requires occasional recharging. The influent then passes through a mixed bed Elgalite cartridge that does not require regeneration *in situ*. A flow rate of 50 gallons per hour is achieved. Regardless of raw water quality the Elgalite mixed-bed cartridge is claimed to yield some 1,000 gallons of ultra pure water between cartridge exchanges. Frequency of recharging depends upon the quality of the influent water. A conductivity meter indicates effluent quality throughout usage. When the prepurifier needs recharging, a signal clearly indicates the need.

**Transferring Dangerous Liquids.** — A simple siphon introduced by Dohm, Ltd., 167 Victoria Street, London, S.W.1, safely and economically transfers liquids from one vessel to another. Manufactured from corrosion-resistant polyethylene, the Dohm-Vorax siphon consists of a tube with a tap at one end and a concertina-like bellows pump towards the other. In



use, the tap is turned to the closed position, the bellows are compressed, and the open end is inserted in the vessel from which the liquid is to be taken. The bellows pump is released and liquid is drawn into the tube. When the tap is opened the liquid flows freely but under control at the tap. Models with ¼-pint and 3-pint capacities are available.

## EXPANSION PLANS

THE Dean of Guild Court in Edinburgh has approved plans for a £50,000 extension by T. & H. Smith, Ltd., to their headquarters. A fine-chemicals building is to be erected beside the existing factory in Wheatfield Road.

THE production and development departments of Optoshield, Ltd., are being transferred to more spacious accommodation at Watford, to implement their extensive new development programme. The sales department and head office remain at 146 Clerkenwell Road, London, E.C.1, and orders should continue to be sent there.

A NEW research and development centre is under construction by the Reed Paper Group at its Aylesford, Kent, site. The first stage comprises a £500,000 laboratory, providing about 50,000 sq. ft. of laboratory floor area, a pilot plant building of about 12,000 sq. ft., and office space amounting to 10,000 sq. ft. The laboratory is expected to be occupied in May 1962.

THE directors of Borax (Holdings), Ltd., announce that their American operating company, United States Borax and Chemical Corporation, has entered into a joint venture with Homestake Mining Co., San Francisco, California, to complete studies relating to possible potash production in Saskatchewan, Canada, where U.S. Borax has been investigating permits held since 1957. The arrangement brings together the second largest producer of potash in the United States and a concern with extensive experience in gold and uranium mining. If the completed studies indicate the technical and economic feasibility of a large Canadian potash operation, the two companies may participate in any company formed for such purpose.



**Full Range of Tubes.** — Metal and plastic tubes are available in "a quite exceptional range" of shapes and sizes, with a wide variety of closures each designed to keep the contents in thoroughly good condition, from the Metal Box Co., Ltd., 37 Baker Street, London, W.1, Hunter 5577.

**Self-adhesive Labels.** — To help smooth the transition from spreading paste, moistening gum or heating thermoplastic adhesives, Tickopres, Ltd., 7 Old Bailey, London, E.C.4, have set up a division to give label-users free advice upon self-adhesive labelling. The division will carry out research into the uses of pressure-sensitive adhesives in industry and commerce.

**Mirror-like.** — Metallised polyester tape, a product in the Sellotape range of Gordon & Gotch (Sellotape), Ltd., 8 Paul Street, London, E.C.2, has a mirror-like surface produced by coating polyester film with a heavy deposit of aluminium. It provides an economical, easy-to-apply substitute for chromium plating on such items as window or exhibition stand displays, and may be used as a decorative trim to panels of other material. The tape adheres to almost any flat or curved surface including metal, plastic, glass or chromium plating, will withstand exposure out of doors for six months or more, and has a high degree of chemical resistance. Metallised polyester tape is available on 72-yd. rolls in widths from  $\frac{1}{4}$  to 2 in.

**An "Atomiser" in Polythene.** — The squeezable attribute of polythene has given it an increasing attraction to manufacturers of a widening field of products. The amenability of the material to moulding in shapes and colours,

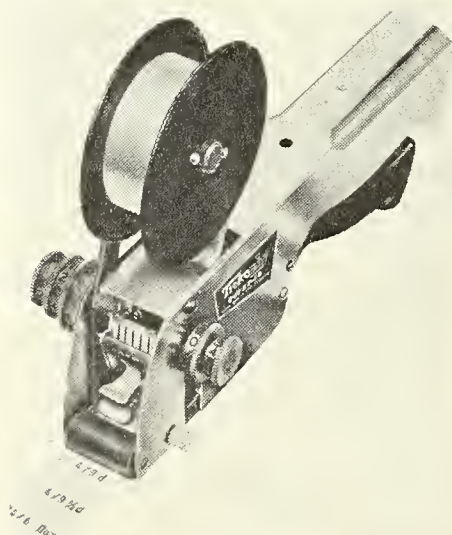


with printing and embossing, add sales appeal. Attention has now been paid to the production of a new "atomising" head that embodies both practicability and sales appeal. Fibrenyle, Ltd., Park Royal Road, London, N.W.10, have produced a practical and attractive liquid atomiser and cap, as illustrated.



Under all reasonable conditions the container is leak-proof. The "dispensing" aperture is in the middle of a clearly defined cut-away edge of the centre boss. It has a boldly embossed arrow that indicates the direction in which the "spray" is expected to go. The "sliding fit" cap has an internal sealing tube which slides over the dispensing boss into a recess provided for that purpose, thus ensuring a leak-proof head. The dispensing head is in black plastic, the metal cap having a gold finish. At present the atomisers are supplied only with the standard 4-oz. tubular bottle, but for an order of sufficient quantity the makers would consider supplying the head with bottles of bigger capacity and in different shapes.

**Labelling at Speed.** — For short-run labelling or price-marking, printing and affixing the ticket has been reduced to a single operation by a new "tool" — the Tickoply Mini — manufactured by Tickopres Ltd., 7-8 Old Bailey, London, E.C.4. It simultaneously prints changeable details on self-adhesive tickets and affixes them to bottles, cartons, cans or other packs of any shape or substance. Simple in operation the TICKoply Mini is held like a pistol and presented to the surface to be ticketed. By squeezing a hand-grip, the



Hand-operated, the TICKoply Mini prints and affixes a small self-adhesive label in one operation.

ticket is printed, its backing paper stripped off and the ticket applied in a single operation at a rate of about one every second. The spool holds 1,500 self-adhesive tickets  $\frac{7}{8}$  x  $\frac{1}{2}$  in., on which the machine prints a line of up to six numerals selected by dials on the side which set corresponding marking-wheels. The wheels may be engraved to any specification.

**High-density Polythene Containers.** — Poly-Tainer bottles of Rigidex high-density polythene are now offered in gall. and  $\frac{1}{2}$ -gall. sizes by the plastics group of The Metal Box Co., Ltd., 37



Baker Street, London, W.1. The bottles are suitable for detergents and certain polishes; oil-in-water emulsions; insecticides and disinfectants (except those based on phenol or cresol); most water-based products (including acids and alkalis); and hydrogen peroxide. Produced in a modified square shape to save space in transit, the new Poly-Tainers are almost unbreakable, and negligible in weight. Both the colour and level of the contents may be seen. They may be embossed, labelled or silk-screen printed. Hygrade Corrugated Cases, Ltd., Southall Trading Estate, Trumpers Way, Boston Road, Hanwell, London, W.7, can supply individual board cartons.

**Multi-packaging with Film.** — Multi-packaging with transparent film is rapidly gaining acceptance with manufacturers and packers who put consumer units in cartons, bottles, jars and similar regular-shaped containers. Quantities of such units, film-over-wrapped, form parcels well adapted to wholesale distribution. The film over-wrap often takes the place of the conventional outer container, providing a ready-made mass-display unit. British Cellophane, Ltd., 9 Henrietta Place, London, W.1, have designed a compact inexpensive device that allows all packers, large and small, to adopt Cellophane multi-packaging. The BCL multi-packaging aid is a semi-automatic wrapping and heat-sealing device that occupies an area of only  $22\frac{1}{2}$  x 18 in., is easy to install (it is simply plugged into an electric power-point and requires little maintenance. The aid consists of a rectangular metal platform on which is mounted a pair of brackets supporting a pivoted sealing-bar assembly. The pivoted sealer is at the far end of the platform (as the operator faces it) and when not in actual use, is raised, by means of a counterbalance weight, well above the platform, allowing completely free movement there. The sealer itself is 16 in. long, and provides two sealing faces. A second sealer, for sealing the ends of large or heavy multi-packs, may be supplied as an accessory.



... and a fast-seller too,  
the beautiful

**Vacco**  
REGD.  
**de luxe**

It will be wanted in a big way this Christmas — the handsome VACCO de luxe Vacuum Flask. And no wonder! Pleasing shape, pleasing price — and packed full of fast-selling features. Show it... sell it. See your wholesaler for supplies today — ask him for free eye-catching showcard or write to us right-away.

**3 colours: Red, Blue, Coffee**

- Striking streamlined shape
- Easy-clean rustless plastic casing
- Will not chip or dent
- Snap-on cup
- Delightful colours
- Remarkable price

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Available in Standard Size 16 fl. oz.  
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**NOW THE NEW**  
*Sunbeam*  
**SHAVEMASTER**  
**STANDARD VOLT MODEL**

**26 1/6**  
**EXTRA**  
**PROFIT**  
**FOR YOU!**



## SPECIAL OFFER

Return to your wholesaler your old standard volt Sunbeam 'Silver Glide' Model XC for replacement by the NEW Standard Volt SHAVEMASTER XS—together with your order for a further two XS Shavemasters. You will receive 30% Discount off all three shavers—equivalent to an extra 26/6 profit! Plus full credit on your returned XC shaver.

Beautifully styled and handsomely packaged in blue, gold and black, Sunbeam's popular Shavemaster is now available as a STANDARD voltage model: 190-250v AC/DC. Built to the unrivalled high standards of design and performance for which all Sunbeam products are renowned, this all-new Shavemaster STANDARD model—backed by powerful advertising—will rapidly become a leading seller in the mass market.

**MICRO-THIN SHAVING HEAD: HOLLOW-GROUND SWEEP BLADE: POWERFUL ARMATURE MOTOR: LUXURY PRESENTATION CASE: FULLY GUARANTEED.**

List Price: £8.17.7. Purchase Tax £1.15.8. Retail Price: £10.13.3.

**HURRY!**

Our SPECIAL OFFER expires 30th September so order the new XS Shavemaster Now from your Wholesaler, and make sure of the Extra Discount and the Brisk Sales ahead!

If you have not yet received Sunbeam's mailing, giving full details of this new introduction, write today for a copy to: Advertising Manager,

*Sunbeam*

**ELECTRIC LTD  
 EAST KILBRIDE  
 GLASGOW**

## HARD HITTING ADVERTISING Means Big Sales for You!

Over 99 million advertisements will appear in national press and magazines.

Lively, forceful TV commercials will create big seasonal demand.

50/50 co-operative advertising will help you advertise locally at half cost!

Eye-stopping displays and leaflets are available for your shop.

**£2**

**ALLOWANCE ON OLD  
 ELECTRIC SHAVERS  
 CLINCHES SALES FAST**

## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, SEPTEMBER 13: Cuts of £20 per ton in the price of GLYCERIN and of 50s. per ton in that of ZINC OXIDE, B.P., were the main price movements in the PHARMACEUTICAL CHEMICALS market during the week.

Only three months have gone by since the last price schedule was announced for glycerin, which on that occasion had the effect of lowering the previous rates by about £18 10s. a ton. A little more buying interest appears to have been shown during the week over the whole range of pharmaceutical chemicals.

CRUDE DRUGS on the other hand mostly continued dull. A steady demand for HONEY has, however, been apparent for some time now particularly by Germany; prices of most varieties are up by about 5s. a cwt. with Argentinian 12s. to 15s. more than recently. Because of shortages at origin Costa Rican IPECACUANHA was advanced on last week's quotations. Brazilian MENTHOL rose another sixpence per lb. at origin to 46s. 6d., c.i.f. Shipments of SENNA from the port of Tuticorin during August were as follows:

	U.K.	U.S.	EUROPE
SENNA	Tons	Tons	Tons
LEAVES	37	15	252
PODS	14	—	56

Demand for ESSENTIAL OILS was described as patchy, and price changes were few. Dearer per lb. for shipment were LEMONGRASS (up three-halfpence) and Brazilian PEPPERMINT (by three-pence). Ceylon CITRONELLA on the spot was twopence lower at 6s. 1d. per lb.

### Pharmaceutical Chemicals

CHLOROFORM.—1-cwt. lots in winchesters, 3s. 4½d. per lb.; 56-lb., 3s. 6d. In drums, 3s. 2d. and 3s. 2½d. per lb., respectively.

CITRIC ACID.—Domestic powder and crystals (in kegs) per cwt., 1-4-cwt. lots, 186s. per cwt. 5-19-cwt., 182s.; 1 ton, 181s. In paper bags, prices are 179s., 175s. and 174s., respectively.

DIPHENAN.—(Per lb.), 55s. 3d. (56-lb.), to 63s. (1-lb.).

EPHEDRINE.—ALKALOID nominally 6s. 6d. per oz., SULPHATE, 4s. and HYDROCHLORIDE, 3s. 3d. per oz.

GLYCERIN.—Lower. Chemically pure B.P. (s.g. 1.2627):—

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
TANK WAGONS	s. d.	s. d.	s. d.	s. d.
10-14 tons	196 0	—	—	—
5-10 tons	197 6	199 6	—	—
DRUMS				
10 cwt.	200 0	202 0	205 0	211 0
5 cwt.	200 0	202 0	205 0	211 0
2½ cwt.	202 0	204 6	207 6	213 6
1 cwt.	204 0	206 0	209 0	215 0
TINS				
56 lb.	219 6	221 6	226 6	235 0
28 lb.	225 0	227 0	232 0	240 6
14 lb.	231 0	233 0	238 0	246 6

Delivery of less than 1 cwt. charged 7s. 6d. extra. Drums charged and returnable. Technical grade glycerin s.g. 1.2627 is 191s. 0d. per cwt. for lots of over 25 tons.

GLYCYRRHETINIC ACID.—Per oz., 60s.

HEXAMINE.—B.P., 1s. 11½d. per lb. for 1-ton lots, delivered in 1-cwt. kegs. Technical is threepence per lb. less.

HYDROCHLORIC ACID.—B.P., 50s. per cwt. in carboys.

HYDROQUINONE.—One-cwt. lots, 10s.; 1-ton, 8s. 6d. per lb.

HYPOPHOSPHITES.—Per lb.:—

	7 lb.	28 lb.	1 cwt.
	s. d.	s. d.	s. d.
CALCIUM, B.P.C.	6 9	6 4	5 11
IRON, B.P.C.	13 9	13 3	12 9
MAGNESIUM	11 6	11 1	10 8
MANGANESE, B.P.C.	13 11	13 5	12 11
POTASSIUM, B.P.C.	9 3	8 10	8 5
SODIUM, B.P.C.	7 7	7 2	6 9

ISOPRENALINE.—One-kilo lots, 390s. per kilo.

MAGNESIUM CHLORIDE.—One-cwt. 1s. 10d. per lb., 5-cwt., 1s. 7d.

MAGNESIUM DIHYDROGEN PHOSPHATE.—One-cwt. drums, 4s. per lb.

MAGNESIUM HYDROXIDE.—B.P.C., 1-cwt. lots, 3s. 7d. per lb.; 1-ton, 3s. 2d. per lb.

MAGNESIUM OXIDE, B.P.—LIGHT, 1-cwt. lots, 3s. 2d. per lb.; HEAVY, 5s. 10d. per lb.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. per lb. (1-cwt.).

MAGNESIUM SULPHATE.—B.P. in minimum 1-ton lots varies between £19 5s. and £25 per ton according to size of crystal and manufacturer. Exsiccated, £52 per ton. All ex works.

MAGNESIUM TRISILICATE.—(Per lb.). In 28-lb. packages:—28-lb., 4s. 9½d.; 1-cwt. 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MERCURY DERIVATIVES.—Per kilo, under 50-kilo lots:—AMMONIATED MERCURY, B.P., lump or powder, 54s. 6d.; PERCHLORIDE, B.P.C. powder, 46s. 9d.; SUBCHLORIDE (calomel), B.P.C., 53s. 6d.; OXIDES, yellow, B.P., 56s.; red, B.P.C., 1949, 57s. 3d.

OXALIC ACID.—Manufacturers' rates for 1-ton lots £128 10s. per ton, delivered in free kegs.

PANCREATIN.—B.P., 21s. per kilo for 25-kilo lots.

PENICILLIN.—SODIUM, POTASSIUM or PROCAINE, 7d. per mega unit.

PHENACETIN.—B.P. one-ton lots, 6s. 3d. per lb.; 1-cwt., 6s. 6d.

PHENOLPHTHALEIN.—One-cwt. 9s. per lb.

PHOSPHORIC ACIDS.—B.P. (s.g. 1.750) is from 1s. 4d. to 1s. 8d. per lb. as to quantity. B.P. 1914, 1s. 2d. to 1s. 6d. per lb. HYPOPHOSPHOROUS, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb. as to quantity; drums, 7s. per lb.; 50 per cent. acid in drums, 8s. 9d. per lb.

PICROTOXIN.—Per oz. 45s. 6d. (4-oz.).

POTASH SULPHURATED.—Lump, B.P.C., 2s. 9d. per lb. in 1-cwt. lots.

POTASSIUM ACETATE.—(Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder, 110s. per cwt. 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE.—In 5-cwt. lots, 5s. 3d. per lb.

POTASSIUM CARBONATE.—One-cwt. kegs, 2s. 3d. per lb.

POTASSIUM CHLORATE.—One-cwt. cases, 2s. 6d. per lb.

POTASSIUM HYDROXIDE.—B.P. sticks are from 6s. 8d. per lb. and pellets, 4s. 6d.; technical flake, 1s. 10d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE.—1 kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM METABISULPHITE.—One-cwt. kegs, 170s.

POTASSIUM NITRATE.—Pharmacopœial quality, 100s. per cwt. (crystals or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE.—Scarce, B.P. in 1-cwt. lots, 2s. 0½d. per lb. Technical, 214s. per cwt.; 1-ton lots, 203s. per cwt.

POTASSIUM QUADROXALATE [SAL ACETOSSELLAE].—One-cwt., 3s. 6d. per lb.

POTASSIUM SULPHATE.—B.P. 1949, one-cwt. lots, 1s. 2d. per lb.

POTASSIUM THIOCYANATE.—One-cwt., 5s. 6d. per lb.

PROGESTERONE.—Price is 1s. 6d. per gm.

RESORCINOL.—One-cwt. lots, 12s. 4d. per lb.

ROCHELLE SALT.—Powder or granulated, 5-cwt. lots or over in kegs, 220s. per cwt.; 1-cwt. 222s. 6d. (bags less 5s.).

SALOL.—B.P.C., 9s. per lb. (1-cwt. lots).

SODIUM ACETATE.—B.P.C., one cwt., 2s. 1d. per lb.

SODIUM ACID PHOSPHATE.—B.P.C., one-cwt. kegs, 2s. 9d. per lb.

SODIUM BENZOATE.—One-ton lots, 2s. 7½d. per lb.; 1-cwt., 2s. 9½d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags, £18 per ton for 8-ton lots.

SODIUM BROMATE.—One-cwt., 9s. 9d. per lb.

SODIUM CARBONATE.—B.P.C. exsiccated, 70s. per cwt.; 5-cwt., 65s. per cwt.

SODIUM CHLORIDE.—B.P., 37s. 4d. per cwt. in sacks.

SODIUM FLUORIDE.—B.P.C. 1934, one-cwt. kegs, 3s. 6d. per lb.

SODIUM HYDROXIDE.—FLAKE 1-cwt. drums, 55s. cwt.; STICKS, 14-lb. tins, 115s.

SODIUM METABISULPHITE.—Granular, 1-cwt. lots, ninepence per lb.

SODIUM NITRITE.—B.P.C. One-cwt. kegs, 2s. 7d. per lb.

SODIUM PERBORATE.—(Per ton) £145 15s. in 1-cwt. kegs; £138 5s. in 1-cwt. bags for B.P.C. (minimum 10 per cent. available oxygen). PERBORATE MONOHYDRATE testing 15 per cent. available oxygen is £309 15s.; TETRAHYDRATE, from £131 15s. to £139 5s. per ton as to packing.

SODIUM SALICYLATE.—One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt., 4s.

SODIUM SULPHATE.—B.P. from £22 per ton as to crystal. B.P. exsiccated, about £54 per ton.

SODIUM SULPHIDE.—In 1-ton lots: Solid, £38 2s. 6d.; broken, £39 2s. 6d.; flake, £40 12s. 6d.; crystals, £29 10s.

SODIUM THIOSULPHATE.—Photographic crystals in paper-lined bags, £38 per ton.

TARTARIC ACID.—(In kegs): 1-ton lots, 292s. per cwt.; 10-19 cwt., 294s.

ZINC CARBONATE.—One-cwt. lots, 1s. 11½d. per lb. 1-ton, 1s. 8d.

ZINC CHLORIDE.—B.P.C. cake, 7s. per lb.; sticks, 7s. 10d. TECHNICAL, 115s. per cwt.

ZINC OXIDE.—Two-ton lots B.P. grade, £100 per ton; 1-ton, £101.

ZINC PEROXIDE.—One-cwt. lots of B.P., 5s. 3d. per lb.

ZINC SULPHATE.—B.P., 1-cwt. lots, 1s. 6d. per lb.

## Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 6d. per lb.

AGAR.—Kobé No. 1, 14s. 6d. per lb. in bond; shipment, 14s., c.i.f.

ALOE. — Cape primes, spot, 175s. per cwt.; shipment, 155s. to 165s., c.i.f. Curaçao, spot, 450s.; shipment, 425s., c.i.f.

BELLADONNA.—HERB, 1s. 9d. per lb., in bond. LEAVES, 1s. 8d., shipment, new crop 1s. 10½d., nominal. ROOT, good testing new-crop nominally 1s. 9d. landed.

BENZOIN. — Sumatra block, spot £20 to £28 as to quality.

BUCHU.—Spot new crop, 4s. 1d. per lb.; shipment, 3s. 8½d., c.i.f.

CALABAR BEANS.—Spot, 2s. 3d. per lb.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPHOR.—B.P. powder, 3s. 10½d. per lb. in bond.

CARDAMOMS. — Aleppy greens, 12s. 6d. per lb., spot; shipment, 11s. 7½d.; SEEDS, 19s. 6d. spot and 16s. 9d., c.i.f.

CASCARA. — Spot, 1960 peel, 270s. per cwt.; 1961 peel, for shipment, 255s., c.i.f.

CASSIA. — *Fistula*, 105s. per cwt.; *lignea* (whole), for shipment, 240s., c.i.f.

CHERRY BARK.—Thin natural, 2s. per lb.

CHILLIES. — Nigerian, 185s. per cwt. Mombasa, 350s.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 2½d.; 3 O's, 4s. 8½d.; O, 4s. 4½d.; quillings, 3s. 3½d.; featherings, 1s. 6d.

CLOVES. — Zanzibar spot, 2s. 9½d. per lb.; shipment, 2s. 7½d., c.i.f.

COCHINEAL.—Black-brilliant, 10s. 6d. per lb., spot; Peruvian silver-grey, 4s. 6d.

COCILLANA. — Bark, 2s. per lb., spot; 1s. 8d., c.i.f.

COLOCYNTH PULP.—Spot, 2s. to 2s. 6d. per lb. as to quality.

DIGITALIS. — *Purpurea* for shipment, old crop, 11d.; new crop, 2s. 4d. per lb., c.i.f.

ELEMI.—Spot, 2s. 1d. per lb. Shipment, 1s. 11d., c.i.f.

ERGOT. — Portuguese, 9s. 6d. per lb., c.i.f., for prompt shipment; spot, 9s. 9d.

FRANGULA.—Spot, 87s. 6d. per cwt.

GENTIAN.—Spot, French, 150s. per cwt.

GINGER.—(Per cwt.) African, spot, 230s.; new crop for shipment, 205s. per cwt., c.i.f. Jamaican No. 3, spot, 240s. Cochin, shipment, 145s., c.i.f.; spot, 150s.

GUM ACACIA. — Kordofan cleaned sorts, 140s. per cwt., spot; new crop, October–November shipment, 123s., c.i.f.

HENNA. — Indian, spot, 95s. per cwt.; shipment, nominal.

HONEY. — Australian light amber, 107s. to 112s. per cwt. and medium amber, 98s. to 102s. Argentine, 125s. to 130s. Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s., all ex warehouse.

IPECACUANHA.—For shipment, c.i.f., per lb. Costa Rican, 67s. 6d.; Matto Grosso, 51s.; Colombian, 50s. Spot: Matto Grosso, 53s.; Colombian, 53s.; Costa Rican, 70s.

JUNIPER BERRIES. — Italian, 100s. per cwt.; German, 120s.

KARAYA. — No. 1 gum, spot 300s. per cwt.; No. 2, 235s.

LANOLIN. — ANHYDROUS B.P. is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS B.P., 150s., free drums, delivered.

LYNSEED.—Whole, 70s. to 75s. per cwt.; crushed, 105s.

LOBELIA HERB.—American spot, 7s. per lb.; shipment nominally 6s. 6d., c.i.f., and Dutch, 4s. 3d., c.i.f., nominal.

MACE.—Whole pale blade, 22s. per lb., spot.

MENTHOL.—Chinese: spot, 65s. per lb., duty paid; shipment, afloat, 54s.; shipment, 53s. 6d., c.i.f. Brazilian, 47s. 6d., in bond; shipment, 46s. 6d., c.i.f. (September–October). Formosan, 49s., in bond; shipment, 47s. 9d., c.i.f.

MERCURY. — About £63 per flask of 76-lb.

NUTMEGS. — West Indian 80's, 12s. per lb., spot: sound unassorted, 8s. 9d.; defectives, 6s. 6d.

ORANGE PEEL. — Spot: Sweet ribbon 1s. 10d. per lb.; bitter quarters: West Indian, 11d.; Spanish, 1s.; bitter ribbon, 1s. 3d.

ORRIS ROOT.—Florentine, 335s. per cwt.

PAPAIN. — Tanganyikan, grade one, 20s. per lb., c.i.f., nominal. Ceylon brown, 18s. 6d., c.i.f.

PEPPER.—White Sarawak, spot, 3s. 5½d. per lb.; shipment, 3s. 5d., c.i.f. Black Sarawak, spot, 3s. 6d. nominal; shipment, 2s. 11½d., c.i.f. Black Malabar, 400s. per cwt. spot and 370s., c.i.f.

PEPPERMINT. — Dutch whole leaves, 3s. per lb., c.i.f.

PODOPHYLLUM.—*Emodi* nominal; *Peltatum*, 435s. per cwt.

PYRETHRUM.—Extract, minimum 25 per cent. w/w pyrethrins, 74s. 6d. per lb. for small lots.

RHUBARB. — Chinese small rounds from 5s. 6d. to 6s. 9d. per lb. on the spot.

SAFFRON.—*Mancha selecta*, 140s. per lb., spot.

SARSAPARILLA. — Jamaican native red spot, 2s. 6d. per lb.; shipment, 2s. 1d., c.i.f.

SEEDS. — (Per cwt.). ANISE.—Egyptian 195s., duty paid; CARAWAY.—Dutch, 145s., duty paid. CELERY.—Indian nominal 240s.; spot, shipment firm 210s., c.i.f. CORIANDER.—Moroccan, 130s., duty paid; Indian bold, 107s. 6d.; shipment, Moroccan, 117s., c.i.f. CUMIN.—Indian, 172s. 6d.; Iranian, 160s., duty paid. DILL.—Indian, 100s., spot; shipment, 85s. 6d., c.i.f. FENNEL.—Indian, 105s., spot; shipment, 95s., c.i.f. FENUGREEK.—Moroccan, 97s. 6d., duty paid; shipment, 75s., c.i.f. MUSTARD.—English, new crop quoted at 80s.

SENEGA. — Spot 17s. 6d. per lb.; shipment, 16s., c.i.f.

SHELLAC. — F.O.T.N., 200s. per cwt.; No. 1, 220s.; F.O., 235s. to 285s. spot.

SLIPPERY ELM.—Bark, 3s. 6d. lb. landed value.

SQUILL. — White 75s. to 85s. per cwt. spot, as to quality.

STRAMONIUM.—Indian LEAVES 60s. per cwt. spot. Dutch 0.5 per cent. alkaloid, 93s., c.i.f.

STYRAX. — Spot, 25s. 9d. per lb., shipment, 24s., c.i.f.

TONQUIN BEANS.—Para spot, 6s. per lb. Shipment 5s. 3d. Angostura 10s. 6d.

TRAGACANTH. — No. 1 ribbon, £145 to £150 per cwt. No. 2, £135 to £140.

TURMERIC.—Madras finger, spot sold at 120s. per cwt.; shipment, 108s. 6d., c.i.f., quoted.

VALERIAN ROOT.—Spot; Belgian, whole (max. 2½ per cent. sand) for prompt shipment, 145s., c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 22s. 3d.; 1-cwt., 22s. 6d.; 56-lb., 22s. 9d.; small quantities, 23s.

WAXES. — (Per cwt.). BEES.—Dar-es-Salaam, spot, 425s.; shipment, 400s., c.i.f. Abyssinian, 375s. in bond; shipment, 370s., c.i.f. Sudanese, spot, 410s.; shipment, 370s., c.i.f. CANDELILLA, spot, 465s. CARNAUBA, fatty grey, spot, 460s.; shipment, 437s. 6d., c.i.f.; prime yellow, spot, 710s. quoted; shipment, 690s., c.i.f.

WITCH HAZEL LEAVES. — New crop, 2s. 11d. per lb., spot.

## Essential and Expressed Oils

ALMOND.—Moroccan, 6s. 6d. per lb., duty paid.

AMBER.—Rectified on the spot, 1s. 6d. per lb.

BAY.—West Indian short on the spot, prices nominal.

BERGAMOT.—Spot, from 72s. 6d. per lb.

BIRCH TAR.—Rectified 8s. per lb.

BOIS DE ROSE.—Brazilian, 14s. per lb. on the spot and 13s. 6d., c.i.f.

CAMPHOR, WHITE.—Chinese, 1s. 9d. per lb. in bond: 1s. 6d., c.i.f.

CANANGA.—Spot, from 37s. 6d. per lb.

CARAWAY.—Imported oil, 33s. 6d. per lb.

CARDAMOM. — From 375s. per lb. for English-distilled and 260s. for imported.

CASSIA.—Short with prices nominal.

CELERY SEED. — Dutch oil, 90s. per lb. and Chinese, 65s.

CHAMOMILE.—Smalls 560s. per lb.

CHENOPodium.—B.P.C., oil 8s. per lb. on the spot.

CINNAMON. — From quillings, best English-distilled is 650s. per lb.; other B.P. oils from 85s. per lb. Ceylon leaf, forward shipment, 11s. 4½d.; Seychelles, 7s., spot.

CITRONELLA. — Ceylon, spot, 6s. 1d.; shipment, 5s. 10d. per lb. c.i.f. Formosan, spot, 7s., in bond; shipment, 6s. 10d., c.i.f.

COD-LIVER. — B.P. is 11s. 6d. per gall. including charged returnable drums. Veterinary is from 9s. 6d. per gall. Delivered terms, 25-stone lots.

CORIANDER.—B.P. oil, 52s. 6d. per lb., spot.

CUMIN. — Imported oil, 90s. per lb.; English-distilled, 85s.

DILL.—Imported, 38s. 6d. per lb., spot.

EUCALYPTUS.—Spanish, 3s. to 3s. 6d. per lb. on spot. Chinese, 3s. 3d., all duty paid.

FENNEL.—Spanish sweet, spot, 10s. lb.

GERANIUM.—Bourbon, 90s. to 95s. per lb. on the spot.

LAVENDER SPIKE.—Spanish, 11s. per lb. for original drums.

LEMONGRASS. — Spot, 17s. 6d.; September shipment 16s. 6d., c.i.f.

NUTMEG.—Imported B.P. oil is from 50s. to 90s. per lb. as to source. English distilled, 140s.

OLIVE.—Spot, 19s. to 19s. 6d. per gall. in drums ex wharf; shipment, £190–£205 per 1,000 kilos, f.o.b. Spanish port.

ORANGE.—Spot quotations of sweet oil include Floridan at 3s. 6d. per lb.; West Indian, 3s. 6d.; Israeli, 6s.

PEPPERMINT. — *Arvensis*: Chinese spot, 34s.; shipment, 26s. 9d., c.i.f. Brazilian spot, 17s.; shipment, 17s., c.i.f. *Piperita*: Italian, 48s. per lb., spot. American from 30s. to 45s. per lb. as to make.

SAGE.—Spanish, 8s. per lb., Dalmatian, 23s.

SANDALWOOD. — East Indian, spot, 170s. per lb.; forward, 170s., c.i.f.

YLANG YLANG.—Spot, 37s. 6d. per lb.

## UNITED STATES REPORT

NEW YORK, SEPTEMBER 12: Natural CAMPHOR continued to arrive in good volume from Japan with values maintained at previous levels. RESERPINE was reduced sharply from \$1.25 down to a new level of 95 cents per gm. Among CRUDE DRUGS, spot price quotations of new crop No. 1 ribbon TRAGACANTH were easier at \$3.75 a lb., down 25 cents, with corresponding reductions in other grades. Lower per lb. among the ESSENTIAL OILS were PENNYROYAL at \$2.50, down 40 cents, and LAVENDER SPIKE at \$1.60, also down 40 cents.

## PRINT AND PUBLICITY

### PUBLICATIONS

#### Price Lists

THE CROOKES LABORATORIES, LTD., Park Royal, London, N.W.10: Price list 1961. Pp. 20.

#### Periodicals

IMPERIAL CHEMICAL INDUSTRIES, LTD., Imperial Chemical House, Millbank, London, S.W.1: *I.C.I. Magazine*. Vol. 39, No. 297. September. Pp. 32.

JEYES' SANITARY COMPOUNDS CO., LTD., River Road, Barking, Essex: *Fluid Topics*, Summer 1961. Pp. 24.

KODAK RESEARCH LABORATORIES, EASTMAN KODAK Co., Rochester, N.Y., U.S.A.: *Monthly Abstract Bulletin*. Vol. 47, No. 8, August. Pp. 40.

#### Catalogues

KODAK, LTD., Kingsway, London, W.C.2: Professional catalogue 1961—materials and equipment for commercial, industrial and portrait photography. Pp. 214.

#### Booklets and Leaflets

ALBERT E. REED & CO., LTD., Reed House, Kew Bridge, Brentford, Middlesex: "Case 13"—ideas on packaging by the Reed packaging division. Pp. 20.

ALBRIGHT & WILSON, LTD., 1 Knightsbridge Green, London, S.W.1: "Survey of a Chemical Group"—a 72-page account of the character and activities of the companies that make up the Albright and Wilson group.

ALLIED CHEMICAL INTERNATIONAL, 40 Rector Street, New York, 6, N.Y., U.S.A.: "Fluorine"—by Dr. Hans R. Neumark. Pp. 12.

#### PRESS ADVERTISING

THE CROOKES LABORATORIES, LTD., Park Royal, London, N.W.10: Halibut liver oil capsules. In national dailies and women's magazines.

GOLDEN, LTD., 7 Grosvenor Street, London, W.1: Color-Glo. In *Woman*, *Woman's Own*, *Woman's Realm*, *Woman and Beauty*, *She*, *Everywoman*, *Honey*, *Modern Woman*, *Woman's Mirror*, *Daily Mirror*, *Sunday Pictorial*.

LILIA-WHITE (SALES), LTD., Bessemer Road, Welwyn Garden City, Herts: Lil-lets, thrift size of twenty. In *Woman*, *Vanity Fair*, *Woman's Mirror*, *Woman and Beauty*, *Modern Woman*, *Good Housekeeping*, *Woman's Realm*, *Honey*, *Photoplay*.

MARIE HOLLAND, LTD., 17 Oxendon Street, London, S.W.1: Milk pack, Seaweed pack, Foam bath. In *Woman and Beauty*, *Woman's Journal*, *Honey*, *She*, *Woman's Mirror*.

RAPIDOL, LTD., 27 Dover Street, London, W.1: In *Daily Mirror*, *Woman*, *Woman's Own*,

*Woman's Mirror*, *Woman's Realm*, *Housewife*, *Good Housekeeping*, *Vanity Fair*, *Everywoman*, *She*, *Modern Woman*, *Woman's Journal*, *Argus*, *Women's Group*, *Woman and Beauty*, *Hair Fashion*.

WRIGHT, LAYMAN & UMNEY, LTD., 42 Southwark Street, London, S.E.1: Wright's coal tar shampoo. In *Sunday Pictorial*, *Daily Mirror*, *Daily Sketch*, *Woman*, *Woman's Own*, *Woman's Realm*, *She*, *Woman's Mirror*, *Woman's Weekly*, *Modern Woman*, *Everywoman*, *Woman and Home*, *Weekend*, *Reveille*, *Tit-Bits*.

#### DISPLAY MATERIAL

ANDRE PHILIPPE, LTD., 71 Gowan Avenue, London, S.W.6: No. 15 aerosol hair lacquer. Newly designed crownner.

THE CROOKES LABORATORIES, LTD., Park Royal, London, N.W.10: Halibut liver oil capsules. Small showcards and counter displays.

GLAXO LABORATORIES, LTD., Greenford, Middlesex: Complian. Display showcards and two illustrated booklets—"Controlled Slimming" and "Using Complian at Home."

## TELEVISION

Figures in the columns represent number of appearances of the product during the week.

Sept. 24-30	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster	Westward	Border
4711 eau de Cologne ..	—	—	—	—	—	—	4	—	—	—	—
Alka-Seltzer ..	2	2	2	2	2	2	2	2	2	2	2
Anadin ..	—	5	1	4	—	—	3	—	—	4	4
Andrex ..	3	3	3	3	—	—	—	—	—	—	3
Askit powders ..	—	—	—	14	—	—	—	—	—	—	7
California syrup of figs ..	—	—	—	3	—	—	—	—	—	—	—
Chandau hair lacquer ..	2	—	—	—	—	—	—	—	—	—	—
Cooper's aerosols ..	2	2	2	2	2	2	2	2	2	2	2
Cuticura ..	2	—	—	—	—	—	—	—	—	—	—
Delscy ..	—	—	1	—	—	—	—	—	—	—	—
Euthymol ..	—	—	—	—	—	—	—	2	2	2	—
Ex-Lax ..	2	—	—	—	—	—	—	2	—	—	—
Lanospray ..	—	2	—	—	—	—	—	—	—	—	—
Macleans tooth-paste ..	3	2	3	3	3	3	2	3	3	3	4
Nonocal ..	—	—	—	—	—	—	1	—	—	—	—
Pretty Quick ..	—	—	—	3	2	5	1	5	4	4	—
Rinstead ..	—	—	—	—	—	—	—	—	—	—	—
pastilles ..	1	—	—	2	—	1	1	—	1	—	—
Sanatogen ..	4	4	4	4	4	4	4	4	4	4	4
Schick shavers ..	1	1	—	—	—	—	—	—	—	—	—
Smokies ..	—	—	—	—	—	1	—	2	—	—	—
Stergene ..	4	7	4	3	3	3	2	3	4	2	4

## WILLS

MR. T. O. BARLOW, F.P.S., Little Orchard, Westwood Drive, Ryde, Isle of Wight, left £14,446 (£14,314 net).

MR. B. CHOLERTON, M.P.S., 82 Caverswall Road, Weston Coyney, Staffs, left £6,111 (£4,516 net).

MR. E. DALES, F.P.S., 63 Caledon Road, Sherwood, Nottingham, left £3,700 (£3,654 net).

MR. N. N. DUTTON, M.P.S., 53 Stocks Lane, Chester, left £10,089 (£10,014 net).

MR. G. H. EASTWOOD, M.P.S., Beech House, Blyth Road, Maltby, Rotherham, Yorks, left £21,439 (£20,955 net).

MR. H. D. FYFE, M.P.S., Palmyra, Alexander III Street, Kinghorn, Fife, left personal estate in England and Scotland valued at £7,322.

MR. A. H. GOSMAN, M.P.S., 14 Canonbury Square, London, N.1, left £18,931 (£18,864 net).

MR. T. S. HART, M.P.S.N.I., Armitage House, South Promenade, Newcastle, co. Down, Northern Ireland, left personal estate in England and Northern Ireland valued at £5,051.

MR. R. B. HOLMES, M.P.S., 9 Green Drive, Penwortham, Preston, Lancs, left £3,349 (£3,196 net).

MR. S. B. LESTER, M.P.S.I., Craigmore, Wilton, Cork, left estate in England and the Republic of Ireland valued at £7,862 17s. 8d. (duty paid £338).

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

### Sunday, September 17

LIVERPOOL SCHOOL OF PHARMACY, OLD STUDENTS' ASSOCIATION, Mann Island, Pier Head, Liverpool, at 1.30 p.m. Excursion to Chester zoological gardens.

SOUTH SHIELDS PHARMACISTS' ASSOCIATION, Golden Lion hotel, King Street, South Shields, at 10 a.m. Car rally.

### Tuesday, September 19

YORKSHIRE BRANCH, GUILD OF PUBLIC PHARMACISTS, General Infirmary, Leeds, at 6.30 p.m. Address by Professor D. R. Wood (department of Pharmacology, Leeds University).

### Wednesday, September 20

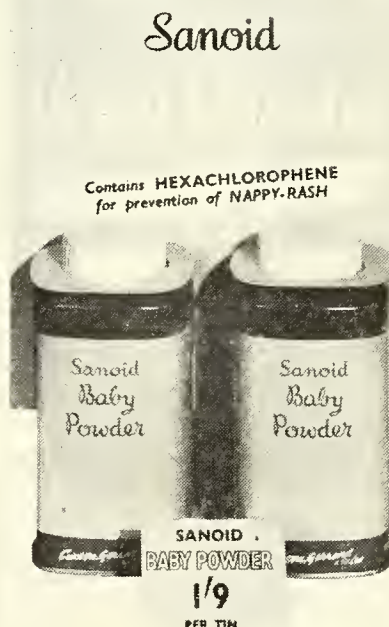
MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Bolton Old Links. Competition for I.C.I. (Pharmaceuticals Division) trophy and prize.

### Advance Information

JOURNEES PHARMACEUTIQUES FRANCAISES, Faculté de Pharmacie de Paris, 4 Avenue de l'Observatoire, Paris. September 25-29.

LONDON NURSING EXHIBITION, Seymour Hall, Seymour Place, London, W.1, October 16-20.

PACKED TO CATCH THE CUSTOMER'S EYE: Display outer for the new Ribena black-currant pastilles of Beecham Foods, Ltd. (distributors: Harold F. Ritchie, Ltd., Great West Road, Brentford, Middlesex). — Counter display unit holding twelve packs of the new medium-size pack of Setlers with special stick-on "crownner." Manufacturers are Beecham Pharmaceuticals, Ltd., St. Helens, Lancs. — Showpiece equipped with two actual containers of Sanoid baby powder, manufacturers of which are Cuxson, Gerrard & Co., Ltd., Fountain Lane, Oldbury, Birmingham.



## PATENTS

### COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," September 6

*Pyrimido-(4:5-B)-Quinoxalines and a process for their manufacture.* CIBA, Ltd. 880,480.  
*Cyclohexene-carboxylic acid amides.* Farbwerke Hoechst, A.G. 880,790.  
*1-substituted pyrazolo-pyrimidines, and process for their manufacture.* CIBA, Ltd. 880,804.  
*Phenthiazine derivatives.* Soc. des Usines Chimiques Rhone-Poulenc, 880,934.  
*Substituted amides.* Chas. Pfizer & Co., Inc. 880,752.  
*Steroids and the preparation thereof.* Chas. Pfizer & Co., Inc. 880,462-463-464.  
*Process for the manufacture of benzothiadiazines.* CIBA, Ltd. 880,652.  
*Hydrazinium compounds, their production, and pharmaceutical compositions containing them.* W. R. Grace & Co. 880,974-589-975-594.  
*Substituted amide and compositions containing it.* Chas. Pfizer & Co., Inc. 880,753.  
*Production of superphosphates.* Chemical Construction (G.B.), Ltd. 880,777.  
*Production of formaldehyde.* Bergbau-Aktiengesellschaft Neue Hoffnung, 880,873.  
*Glucose test indicator.* Miles Laboratories, Inc. 880,526.  
*Cyclic carboxylic acids and esters, and a process for the production of cyclic carboxylic acids and/or the alkyl esters cyclododecatri-1,5,9-enes.* Studiengesellschaft Kohle, 880,789.  
*Di(benzimidazolyl-(2))-ethylene compounds.* CIBA, Ltd. 880,484.  
*Process for the manufacture of the tetrahydrate or salts of carboxylate.* E. Merck, A.G. 880,573.  
*Di-hydro-benzo-thiadiazepinedioxide and derivatives thereof.* Lepetit, S.p.A. 880,548.  
*Substituted dimethyl-benzoquinones and dimethyl-benzohydroquinones and a process for the manufacture thereof.* F. Hoffman-La Roche & Co. 880,935.  
*Hexamine salts.* Miles Laboratories, Inc. 880,511.  
*Process for the production of pyridoxal oxazolidine and pyridoxal-5'-ortho-phosphoric acid ester.* E. Merck, A.G. 880,595.  
*Preparation of cyanuric acid.* Olin Mathieson Chemical Corporation, 880,649.  
*Fungicidal compositions.* Imperial Chemical Industries, Ltd. 880,555.  
*Manufacture of 2-salicylidene-1-(2-hydroxypropyl)-dithiocarbamic acid and its use in the production of nitrofurans derivatives.* Norwich Pharmaceutical Co. 880,783.  
*Preparations for combating noxious organisms in agriculture and horticulture.* Philips' Gloeilampenfabriken, N.V. 880,801.  
*Growth accelerating compositions.* Soc. des Usines Chimiques Rhone-Poulenc, 880,435.  
*Device for applying treatment to eyelashes.* Ejectoret, S.A. 880,669.  
British patent specifications are obtainable (price 3s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2.

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," August 30  
*For toilet soap (3)*  
KANGAROO, 818,436, by Peter Bessone Raymond, London, W.1.  
*For pharmaceutical preparations (5)*  
QUINOCORT, 821,751, by Agprolin, Ltd., Oldham, Lancs.  
*For filters and filter holders, all for use in science, bacteriology, or for analytical use; petri dishes; kits (sold complete) for making analytical tests in situ or in the laboratory (9)*  
MILLIPORE, B810,289, by Millipore Filter Corporation, Bedford, Massachusetts, U.S.A.  
*For small domestic utensils and containers (not of precious metal or coated therewith); combs and sponges; brushes; materials prepared for brush making; non-electric instruments and materials for cleaning purposes, etc. (21)*  
Device with word MACE, 810,891, by Mace Marketing Services, Ltd., London, S.E.1.  
*For bottles and containers, all made of plastics (21)*  
DECUPINTS, 811,896, by Ward Adams Co., Ltd., Leigh, nr. Tonbridge, Kent.

*For sponges; gloves for domestic and household purposes, other than bottling gloves of india rubber; combs; brushes; and wash-leathers (21)*  
BADO, BADOHAND, 816,918-19, by N.V. Industrielle en Handelsmaatschappij Berkian, Amsterdam-Z, Holland.

### From the "Trade Marks Journal," September 6

*For chemical products (1)*  
DOWOLL, 801,865, by Dow Chemical Co., Midland, Michigan, U.S.A.  
*For all goods (1)*  
GIMETALL, 809,004, by Gesellschaft für Technischen Fortschritt mit Beschränkter Haftung, Höhr-Grenzhausen, nr. Koblenz, Germany.  
*For alcohols (1)*  
HOWTOL, 810,058, by Howards of Ilford, Ltd., Ilford, Essex.  
*For all goods but not including photographic materials (1)*  
ESTARINUM, 811,972, by Edelfettwerke Werner Schlüter, Hamburg-Eidelstedt, Western Germany.  
*For diagnostic reagents for laboratory use to quantitate serum beta-lipoprotein precipitin (1)*  
BETA-L TEST, B818,723, by Travenol International, Inc., Morton Grove, Illinois, U.S.A.  
*For chemical preparations (1)*  
VITALYTE, 818,670, by Patentodun, N.V., Willemstad, Curaçao, Dutch Antilles.  
*For hair creams containing oil (3)*  
Device containing the words DELAVELLE CREAMOIL TONIC HAIR CREAM, 787,992, by Delavelle (G.B.), Ltd., London, N.1.  
*For detergents for cleansing materials of blood (3)*  
HAEMO-SOL, 799,170, by Meinecke & Co., Inc., New York, U.S.A.  
*For preparations which both clean and polish metal, wood, enamel, porcelain and the like surfaces; and rust-removing preparations (3)*  
SUN UP, 805,516, by Adrian Felstone, Leeds.  
*For perfumes, essential oils, cosmetics (not being toilet preparations), preparations for the hair, dentifrices and preparations for the nails (3)*  
AMIROL SALON FORMULA, B807,814, by Clairol Inc., New York, U.S.A.  
*For cosmetics, nail polish, nail polish-removing preparations, non-medicated toilet preparations, perfumes and perfumed soaps (3)*  
GALA NIGHT, 812,758, by Gala of London, Ltd., London, W.1, and Surbiton, Surrey.  
*For soaps for use on babies (3)*  
BABY-SAN, 813,383, by Huntington Laboratories, Inc., Huntington, Indiana, U.S.A.  
*For all goods (3)*  
FULLOSORB, 818,837, by Fullers' Earth Union, Ltd., Redhill, Surrey. CLEARASIL, 820,114, by Richardson-Merrell, Inc., New York, U.S.A. MAN TRAP, MAD RISK, 822,192-93, by D. H. L. Products, Ltd., Idle, Bradford, Yorks.  
*For non-medicated toilet preparations, cosmetic preparations, lipsticks, shampoos, face powders (non-medicated), perfumes, perfumed soap, eau-de-Cologne, nail lacquers, dentifrices, brilliantine, essential oils for use as bases in the manufacture of perfumes and of toilet and cosmetic preparations, and toilet articles (not included in other classes) (3)*  
ONYX, 814,222, by Lenthieric, Ltd., London, W.1.  
*For cleaning and essential oils (3)*  
Device with words TENPIN BY AMF, 820,582, by AMF, Ltd., London, E.C.2.  
*For perfumes; toilet preparations (not medicated); cosmetic preparations; dentifrices; depilatory preparations; toilet articles; sachets for use in waving the hair; preparations for dressing and setting the hair; soaps and essential oils (3)*  
ENTICK, 821,064, by Goya, Ltd., London, W.1.  
*For pharmaceutical and medicinal preparations (5)*  
ANADOLOR, 798,119, by Richardson-Merrell, Inc., Wilmington Manor, Delaware, U.S.A.  
*For pharmaceutical and veterinary preparations (5)*  
MAXIPEN, 803,900, PALMILETS, 819,582, by Chas. Pfizer & Co., Inc., Brooklyn, New York.  
*For pharmaceutical preparations in tablet form, containing spironolactone and a derivate of chlorothiazide (5)*  
ALDACTAZIDE, 804,066, DACTAZIDE, 804,154, by G. D. Searle & Co., Skokie, Illinois, U.S.A.

*For pharmaceutical preparations and substances, all in capsule form (5)*

CETRICAPS, 815,906, by Industrial Pharmaceutical Service, Sale, Ches.

*For photographic apparatus and parts thereof and fittings therefor (9)*

OMNIFORM, 810,371, by Robert Harrison Brown, Bramley, Johannesburg, Transvaal, Union of South Africa.

*For infants' and invalids' foods and pharmaceutical foods, but not including medicated beverages or milk foods (5)*

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## CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

TRANSPLANTING tissues and organs. *New Scientist*, September 7.

AZURE A and BETAZOLE HYDROCHLORIDE. Tubeless gastric analysis with. *Brit. med. J.*, September 9.

PIENFORMIN. The hypoglycaemic action of. *Lancet*, September 9.

PRESSURISED OXYGEN for total body perfusion. *Lancet*, September 9.

PENNYROYAL: a rare cause of epilepsy. *Lancet*, September 9.

MEASLES VACCINE. *J. Amer. med. Ass.*, August 26.

NICOTINIC ACID treatment of hypercholesteremia. *J. Amer. med. Ass.*, August 26.

BUFFERS. A new universal buffer system. *Nature*, September 9.

CORTICOTROPHIN, HYDROCORTISONE and METHOPYRAPONE. Effects of, on the circulating eosinophiles in man. *Nature*, September 9.

PRECORTICOTROPHIN in blood. *Nature*, September 9.

A METHOD for isolating bacteria capable of producing 6-aminopenicillanic acids from benzylpenicillin. *Nature*, September 9.

ACTINOMYCIN D. Effect of on cellular nucleic acid synthesis and virus production. *Science*, August 25.

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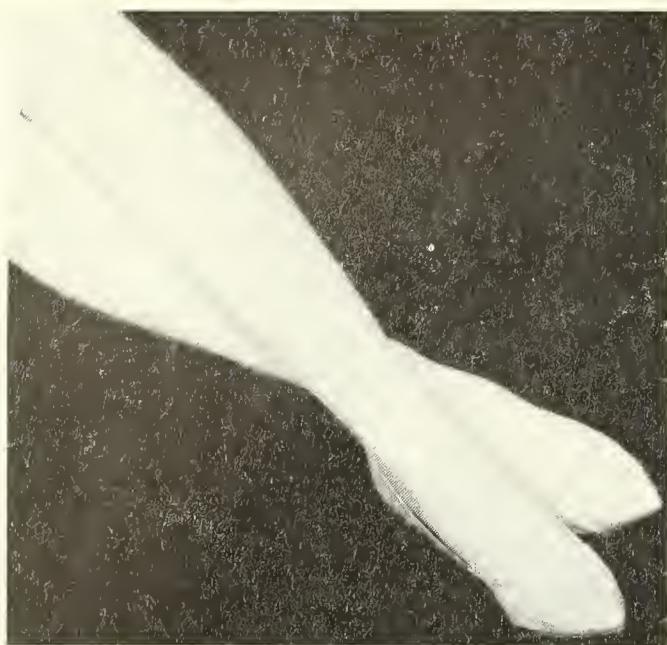
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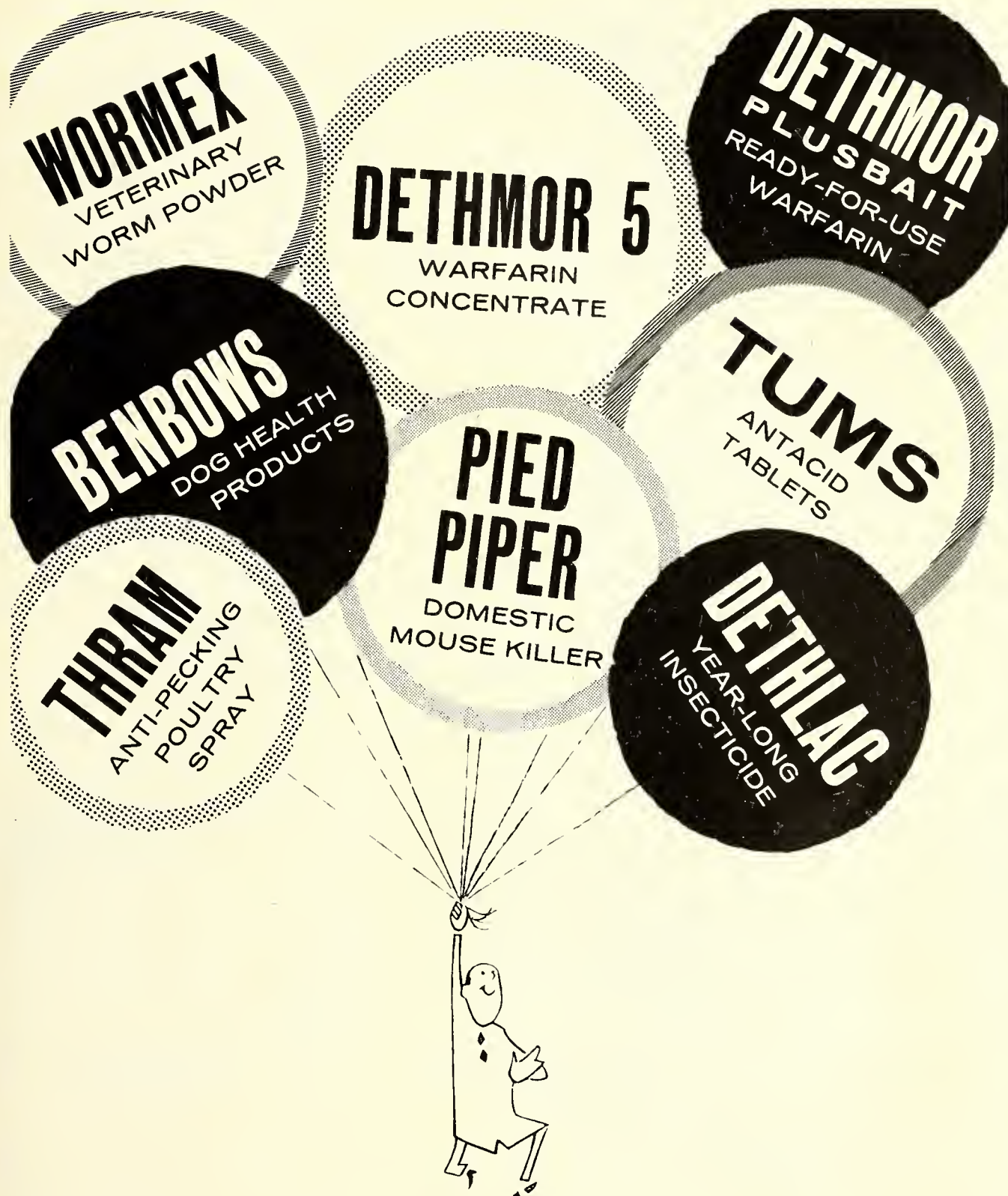
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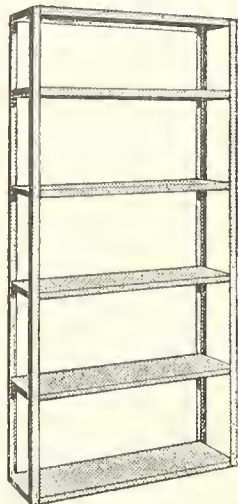
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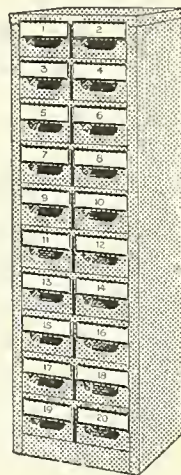
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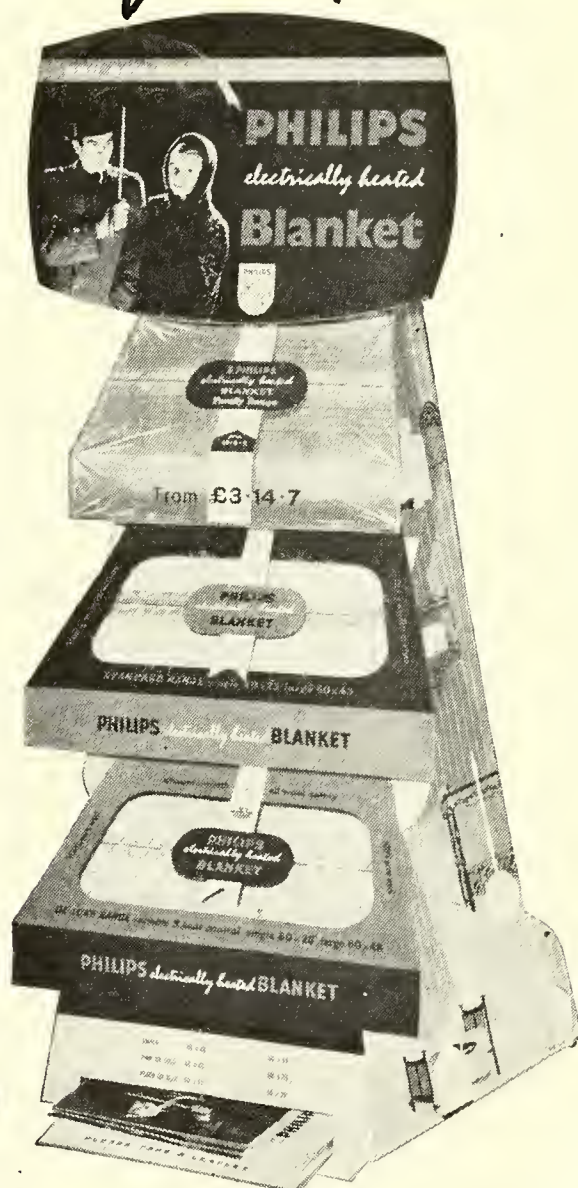
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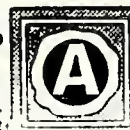
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MANAGEMENT COMMITTEE,  
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Applications are invited from men between the ages of 25 and 40 who have a pharmaceutical qualification or basic experience in pharmaceutical or medical auxiliary work.

High personal qualities in appearance, self-confidence, intelligence and the will to succeed are the primary considerations.

A comprehensive training will be given, after which the representative will be responsible, under guidance, for the development of sales to doctors and chemists in the following areas:

1. Liverpool
2. Lancashire
3. South-east Yorkshire
4. Relief Representative based on London.

The relief representative should be fully mobile. His appointment, however, is on full establishment and he will be given the offer of the first available permanent territory.

The salary is attractive and progressive according to age and experience, plus car, commission, bonuses, expenses and general pension scheme benefits.

The appointments to be filled represent first-class opportunities to join a progressive British group which rates as one of the finest employers in this industry.

Please write fully, in confidence, stating area preference, and quoting references, to:

Home Sales Manager,  
Genatosan Limited,  
12 Derby Road, Loughborough, Leics.

C 6878

**ASSISTANT EXPORT  
MANAGER**

A man with knowledge of the pharmaceutical industry and with experience of export work is required. The Assistant Export Manager will be allocated several overseas markets for which he will be directly responsible. The post will not involve frequent overseas journeys. A young man seeking more experience and responsibility would find the position a satisfactory stepping stone, but applicants of any age will be considered.

Salary will depend on the qualifications of the successful applicant.

Apply giving details of age, education, career, and salary required to:—

Managing Director,  
GALE, BAISS & CO., LTD.,  
274 Iderton Road,  
London, S.E.15.

C 6864

**W. J. BUSH & CO., LIMITED**, have a vacancy in their perfumery laboratory for a chemist. Academic qualifications are not essential, but applicants must have wide experience in perfumery, and preferably also in cosmetics and aerosols. The position is progressive and there is a staff pension scheme. Applications to: The Secretary, W. J. Bush & Co., Limited, 28 Ash Grove, Hackney, London, E.8. C 6867

**REPRESENTATIVE** required for Manchester area. A really good opportunity for a first-class man, resident in that area. Salary could be £800-£1,000 and allowances according to ability and experience. Selected applicants could be interviewed in Manchester area. Applications, in writing, to General Manager, Lastonet Products, Ltd., Redruth, Cornwall. C 4092

**TABLET MAKERS.** Owing to continued expansion Kirby of London require the services of men experienced in the production of official and non-official tablet formulations. Excellent opportunity and prospects for men of ambition and ability. Apply to Personnel Officer, H. & T. Kirby & Co., Ltd., Belton Road, Willersden Green, N.W.2. C 4083



**Smith & Nephew**

**Pharmaceuticals Limited**

This member company of the Smith & Nephew Group has ambitious plans for the future and requires the services of additional personnel to strengthen its facilities for promoting new products of original research. The appointments will be at junior executive level and will appeal to young men wishing to pursue a worthwhile career in an expanding company.

**HOME SALES DEPARTMENT**

Duties include sales correspondence and telephone contact with the medical, pharmaceutical and optical professions; the preparation of sales statistics and supervision of representatives' records; to assist in the general administration of the Home Sales Department. This is a first-class opportunity to fill a position which will expand in importance with the growth of the Company.

**MEDICAL INFORMATION DEPARTMENT**

The applicant must have a good educational background in the widest sense, and be capable of writing good English. The work entails abstracting, recording and disseminating medical and technical information within the Company, and liaison with the central library. The Department is responsible for all Company literature and works closely with advertising and packaging departments. The position offers an opportunity for acquiring a grounding in general pharmaceutical promotion practice.

**CLINICAL TRIALS DEPARTMENT**

This position will be of interest to a recently qualified pharmacist or graduate scientist who has a particular interest in new drugs. The work involves maintaining detailed records of clinical trials and corresponding with doctors and hospitals. An interest in statistical method would be an asset. Must be able to act on own account in the absence of the Clinical Trials Officer.

*Please apply in writing, giving fullest details to:*

**The General Manager  
Smith & Nephew Pharmaceuticals Ltd.,  
Bessemer Road,  
Welwyn Garden City,  
Hertfordshire.**

C6880

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in Scotland**

Old-established Company marketing well-known range of toilet, cosmetic and pharmaceutical products, including Surgical Dressings, requires experienced representative to cover most of Scotland. Remuneration by salary and commission. Company car provided. Expenses paid. Applications invited from men resident in or near Glasgow/Edinburgh conurbation with good pharmaceutical background to take over an already well-developed territory. State age, income required, and fullest particulars. Box C 6868.

**A. WANDER LIMITED  
(Pharmaceutical Division)**

**MEDICAL REPRESENTATIVE**

Applications are invited from Pharmacists or gentlemen with pharmaceutical, medical or nursing background for the appointment as Medical Representative in:—

**Northumberland and Durham**

Previous experience desirable, but not essential as training will be given to the selected applicant on engagement. This appointment offers good prospects, secure position, salary reviewed annually, pension scheme, car provided and expenses paid.

Submit details of age, education, experience and qualifications (if any) to: Sales Manager, A. Wander Limited, 42 Upper Grosvenor Street, London, W.1. (Grosvenor 3931).

C 6866

**Situations Vacant—Continued****WHOLESALE (OVERSEAS)****WEST AFRICAN DRUG COMPANY  
LIMITED**

now a member of the  
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require Pharmacists to manage some of its branches in West Africa. These are interesting and progressive appointments for men of energy and initiative. Commencing salary not less than £1,450 per annum depending on age and experience. Free passages, initial kit allowance. Other benefits include furnished living accommodation, medical attention, pension scheme, car allowances, in all worth several hundred pounds per annum. Tours of eighteen months, with liberal leave on full pay. Applications, preferably from single men under 30 years of age, should be sent to:—

Staff Section, John Holt & Company  
(Liverpool), Ltd.,  
250 India Buildings, Liverpool, 2,

giving details of qualifications and experience. C 6870

**TRAVELLING REPRESENTATIVE — WEST AFRICA.** A long established and expanding wholesaling and agency business selling a wide range of pharmaceutical and allied products has a vacancy for a Travelling Representative (not necessarily qualified), preferably between 25 and 35. In addition to making sales in a competitive market, the successful applicant will be required to act, in a defined area, as a general representative of the business and to develop contacts with its customers. Previous experience as a Medical Detailer would be useful. There are prospects of promotion for a man who possesses drive, initiative, a flair for this kind of work and who enjoys travelling. Salary and overseas allowance would be £2,000 or according to qualifications and experience. Overseas terms of service include free medical attention, and initial kit allowance, fully-furnished accommodation at a reasonable rental and free passages; there is a contributory pension fund. Write brief details of age, experience, qualifications to Box C 6872.

**VICTORIA, AUSTRALIA**

Pharmacist for a dispensary at Yallourn North required by Yallourn Friendly Society.

Salary approximately £38 per week plus £8 per month. Accommodation provided at moderate rental or in the case of a single person, board and residence provided at a Guest House for £6 10s. per week.

Applications with two recent passport photographs to:—

Dr. C. Ellingworth, M.B., B.S.(Melb.),  
c/o Office of the Agent-General for  
Victoria,  
Victoria House, Melbourne Place,  
Strand, London, W.C.2.

C 4091

**AGENTS WANTED**

**AGENTS REQUIRED** to develop sales of nationally advertised range of aerosols to chemists and allied trades. First-class opportunity for men with established connections. Write, giving full details, to D.H.L. Products, Ltd., New Mill, Idle, Bradford. C 6884

**REPRESENTATIVES** already selling to hospitals, laboratories, etc., and who are interested in carrying new products, should write to Box C 6881.

**SALES MANAGER—PAKISTAN****MERCK SHARP & DOHME LTD.**

seek a **SALES MANAGER** aged 30 to 40, preferably married, with proven experience in sales management and administration within the ethical pharmaceutical field. Reporting directly to the British Managing Director of the Pakistani Company to be located in Karachi, the position will involve substantial travel and full scope of responsibility for developing and training a sales force and for promoting the sales of pharmaceutical specialities as well as some bulk medicinal chemicals under the M.S.D. label. Only British or Commonwealth subjects presently occupying sales managerial or equivalent positions at the assistant sales manager level or above are invited to apply. Candidates with previous experience in Pakistan or in India are preferred although such experience is not a definite requirement. Salary open and commensurate with experience and qualifications. Candidates should send full particulars with photograph and date of availability to:

The Managing Director,  
Merck Sharp & Dohme, Limited,  
Hoddesdon, Herts.

C 6875

**PRODUCTION MANAGER—PAKISTAN****MERCK SHARP & DOHME**

seek a **PRODUCTION MANAGER** aged 30 to 40, preferably married, with proven practical experience in the manufacture of ethical pharmaceuticals plus some background in moderately complex medicinal chemical manufacturing on a semi-commercial scale, initially from intermediates. Reporting directly to the British Managing Director of the Pakistani Company to be located in Karachi, the position will involve complete responsibility for the activities of 20–25 people primarily engaged on the pharmaceutical side. Only British or Commonwealth subjects are invited to apply. Candidates with some experience of service in Pakistan or India would be preferred. Salary open and commensurate with experience and qualifications. Candidates should send full particulars with photograph and date of availability to:

The Managing Director,  
Merck Sharp & Dohme, Limited,  
Hoddesdon, Herts.

C 6876

**AGENCIES****AGENT or DISTRIBUTOR  
FOR SCOTLAND**

A well-established, reputable company is looking for a really live and effective organisation to act as its representatives in Scotland. The company's products, which are leaders in quality and design, have been sold throughout Scotland for more than 10 years, mainly through the chemist and hardware trades.

Replies, which will be treated in the strictest confidence, will be welcomed from principals who have a wide and genuine connection in these trades. Box C 6851.

**WANTED**

**URGENTLY** required for cash, chemists' surplus stocks, bulk or part, particularly toilets, cosmetics, sundries, discontinued manufacturers' lines welcomed. Films, photographic equipment, sunglasses, binoculars, electric razors, Christmas coffrets and fancy goods, etc. Write immediately to Reginald Loftus, 263 Portswood Road, Southampton, Tel.: 54757. C 521

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

**MISCELLANEOUS SALES**

**HILLS ROTARY BOTTLE WASHER** with internal jets for 60 bottles, motorised, Wilkinson ointment mill with 18 in. dia. stones, enamel lined hopper, 2 h.p. motor drive. Details from C. Skerman & Sons, Ltd., 10 Parson's Green, London, S.W.6, RENown 6402. C 6816

**SITUATIONS WANTED**

**AREA SALES MANAGER** (38) with national company in competitive field desires progressive position. Experienced sales trainer. Excellent connections. Box C 4088.

**RETAIL (HOME)**

**EXPERIENCED** qualified lady chemist (Eire qualification) seeks position early November, preferably in greater London, other areas also considered. Also male counter assistant (unqualified) available for post in similar areas. Box C 4093.

**MACHINERY WANTED**

**TUBE FILLING** machinery, also heavy-duty single punch Manesty machine. Box C 6883.

**MISCELLANEOUS**

**20% DISCOUNT—CARPETS, Etc.** All types obtainable. Axminster, Wilton, Broadloom, fitted. Usual guarantees. Free delivery. For introduction to Manchester or London Showrooms, or postal orders. Write: Gekay Carpet Suppliers, 754 Rochdale Road, Royton, Lancs. C 4006



*announce that due to  
a promotion they wish  
to appoint a*

**CHEMIST  
or  
PHARMACIST**

*in their  
Production Division*

This post will appeal to those who are seeking a career on the manufacturing side of the Pharmaceutical Industry.

Candidates should be between 26 and 32 years of age with good academic qualifications and some industrial experience, preferably concerned with pharmaceutical products.

A keen, lively, inventive mind, coupled with the ability to accept a high degree of personal responsibility is essential. The Company is expanding rapidly and problems associated with this and the need for the individual to expand with the organisation means that the man appointed must be of outstanding calibre.

Duties entail the supervision of pharmaceutical processes, and liaison with ancillary and service departments.

Starting salary for this appointment will be commensurate with the calibre of the man appointed and will be progressive on a merit basis.

A 40 hour-5 day working week, Staff Cafeteria, Active Sports and Social Club and a Non-contributory Pension and Life Assurance Scheme are some of the attractive benefits the Company offer.

Under certain circumstances unfurnished rented housing accommodation can be offered and assistance with removal expenses.

Applications giving details of age, present salary and positions held, should be addressed to:



The Staff & Welfare Manager,  
**SMITH, KLINE & FRENCH LABORATORIES LTD.**  
Mundells, Welwyn Garden City, Hertfordshire  
Quoting Reference No. N.0618 C 6874

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*when*  
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2. Knows the type of new products needed for the future.
3. Can make a market assessment.
4. Could progress new products for ten Marketing Organisations in Europe.
5. Could submit imaginative, yet logical, marketing proposals to the New Product Director.
6. Could prepare a plan for initial marketing and, by liaison, see it implemented.
7. Could establish effective liaison with the staff of our Laboratories.

If you feel capable of accepting such responsibility in an invigorating atmosphere, please write to me, in complete confidence, telling me why your education, experience, and temperament fits you for this opportunity.

Should—

- A. Be a young man, aged 28-35, qualified in pharmacy or science.
- B. Welcome the opportunity of joining one of Europe's fastest growing Groups in a "growth" industry.
- C. Be capable of contributing imaginative ideas to a young and intelligent group of people who enjoy working in a dynamic atmosphere.
- D. Welcome the opportunity of joining a Group where intelligence and creativity is highly prized and suitably rewarded.
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**DAVID ROWLANDS, Staff Manager,**  
**BAYER PRODUCTS DIVISION,**  
**WINTHROP GROUP LIMITED,**  
Winthrop House, Surbiton-on-Thames, Surrey

C 6865

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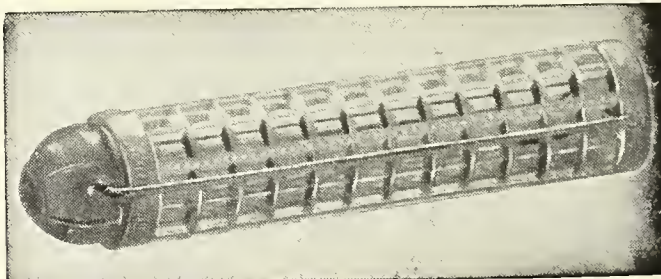
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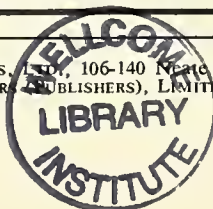
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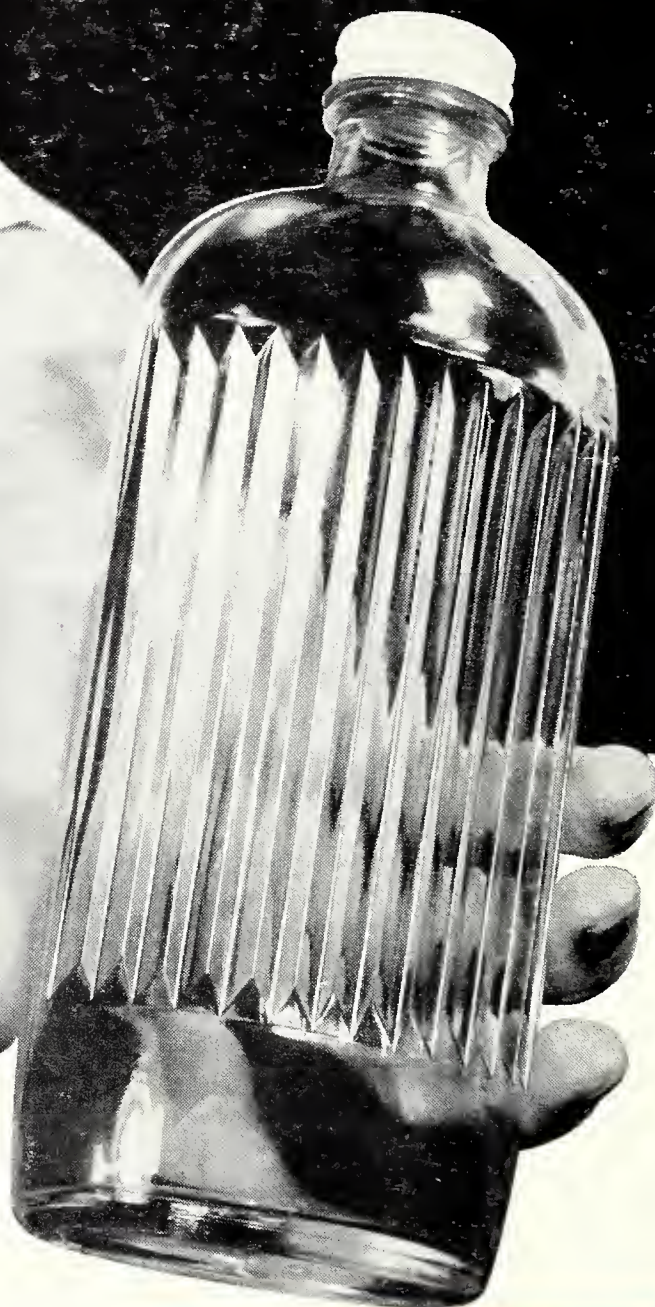
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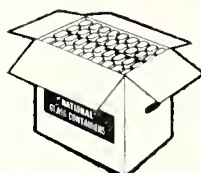
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